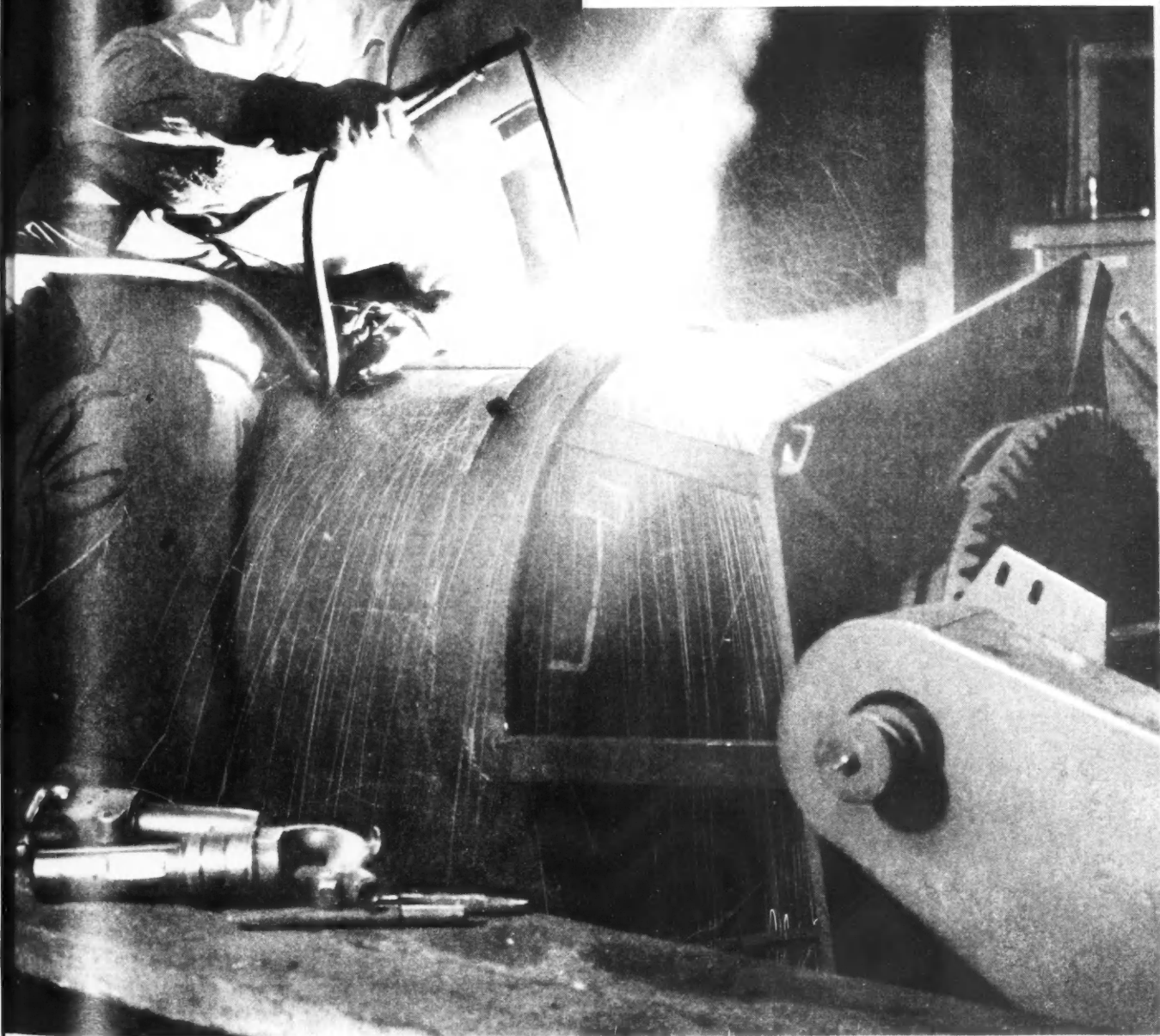
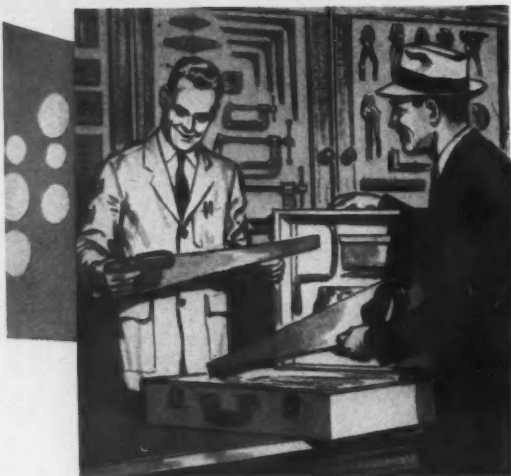


OCTOBER • 1958





**From sales to shipping . . .**

## **Profit From New Speed In Order-Handling With TELETYPEWRITER SERVICE**

The punched tape of teletypewriter service has become today's high-speed link between sales offices, company headquarters, factories and shipping points. Order-handling is now virtually automatic — almost as fast as if the warehouse were next door to the point of sale.

Here's how teletypewriter service can streamline your paper-work operations. Since most sales data for any customer is repetitive, a "master tape" of this information is prepared and kept as a permanent record. When a subsequent order is received, an automatic transmitter combines this master data with variable data which is typed in manually. This new "order tape" is then sent by the transmitter directly to other company locations — all in a matter of seconds. (The data can then be further processed, since the tape is compatible to most business machines.)

Data processing by teletypewriter is 90% automatic! This means minimum error plus maximum speed. Current sales and inventory pictures are available immediately. And there's no large capital investment — service is furnished at a fixed monthly charge, which includes maintenance. Why not have one of our representatives recommend a set-up to fit your specific needs. Just call our business office. Our help on this or any other communications problem is yours for the asking.

*"Working Together To Bring People Together"*

**THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY**



# CONNECTICUT INDUSTRY

OCTOBER • 1958

VOLUME 36 NUMBER 10

## In This Issue

	Page
Editorial	5
Bigelow Boilers Serve Industry	6
New England Exhibit of Business Opportunities	10
Recipe for an Essay Contest	12
Don't Take Traffic Costs for Granted	14
News Forum	19
How Would You Decide?	35
Accounting Hints	39
Business Tips	41
With Our Advertisers and Their Agencies	45
Business Pattern	47
It's Made In Connecticut	48
Advertising Index	60

Published monthly by the Manufacturers Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents nor for the opinion of its writers. Subscription rates: one year \$3.00; 30¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



THIS MONTH'S cover photo shows a certified welder welding a nozzle on the steam drum of a Bigelow boiler manufactured by The Bigelow Company, New Haven.

L. M. BINGHAM, Editor

### OFFICERS

HARVEY SPAUNBURG ..... Vice President  
CARLYLE F. BARNES ..... Vice President  
JOHN COOLIDGE ..... Treasurer  
N. W. FORD ..... Executive Vice President  
L. M. BINGHAM ..... Secretary

### DIRECTORS

A. W. CAVEDON ..... Talcottville  
JOHN E. HOLT ..... Danielson  
M. H. PHILLIPS ..... Jewett City  
H. M. DAY ..... Stamford  
E. B. SHAW ..... Willimantic  
RALPH S. HOWE ..... New Britain  
HARRY E. NORTON ..... Winsted  
S. W. FARNSWORTH ..... Torrington  
GEORGE L. TODD ..... Bridgeport  
CRAIG D. MUNSON ..... Meriden  
A. S. REDWAY ..... New Haven  
J. L. SCHWYER ..... South Coventry  
A. H. PAYSON ..... Norwich  
FREDERICK T. ALLEN ..... Stamford  
B. G. TREMAIN, JR. .... Meriden  
WELLS C. BATES ..... Chester  
J. ARTHUR ATWOOD, 3RD ..... Wauregan  
JACK T. F. BITTER ..... Hartford  
LUCIUS S. ROWE ..... New Haven  
HAROLD LEEVER ..... Waterbury  
JOHN DOUGLAS ..... Danbury

### ADMINISTRATIVE STAFF

N. W. FORD ..... Executive Vice President  
L. M. BINGHAM ..... Sec. and Dir. of Development  
FREDRICK H. WATERHOUSE ..... Counsel  
CHARLES H. SCHREYER ..... Attorney  
ARTHUR L. WOODS ..... Insurance Manager  
JOHN D. HUBBARD ..... Field Representative  
JOHN B. HEDGES ... Traffic and Export Mgr.

### DEPARTMENTAL STAFF

RUTH C. JOHNSON  
KATHERINE M. EDGERTON  
MILDRED H. FORSELL  
FLORENCE E. KRUK  
MARGARET M. MOORE  
JUDITH A. FLOUQUET  
FRANCES W. WILKINSON  
MARION E. ROBINSON  
BETTY S. HALL  
BETTY S. RYAN  
RUTH M. WILLIAMS  
VINCENT D. CASTAGNO



**NOW...**  
**BUSINESS TRAVEL**  
*with*  
**PEACE of MIND**

Through The **MAC** Plan Of  
 Travel Accident Insurance

HOW THE TRAVEL ACCIDENT PLAN, SPONSORED BY THE  
 MANUFACTURERS ASSOCIATION OF CONNECTICUT, CAN BENEFIT YOUR COMPANY

It provides an insurance benefit for the special hazards of business travel not found in the usual Group insurance program.

It provides insurance protection on a 24-hour, around-the-clock basis for any and every employee of your firm while he is on a business trip outside his city of assignment or residence.

The coverage is world-wide! The benefits apply to a business trip accident *anywhere*

— regardless of the trip's length or duration!

You avoid the necessity of embarrassing "Charity decisions" through definite insurance benefits at a known cost.

It will help you *acquire* and *hold* new executive calibre employees in today's competitive personnel market.

The plan utilizes the mass purchasing power of our participating member companies to provide wide benefits at low cost.

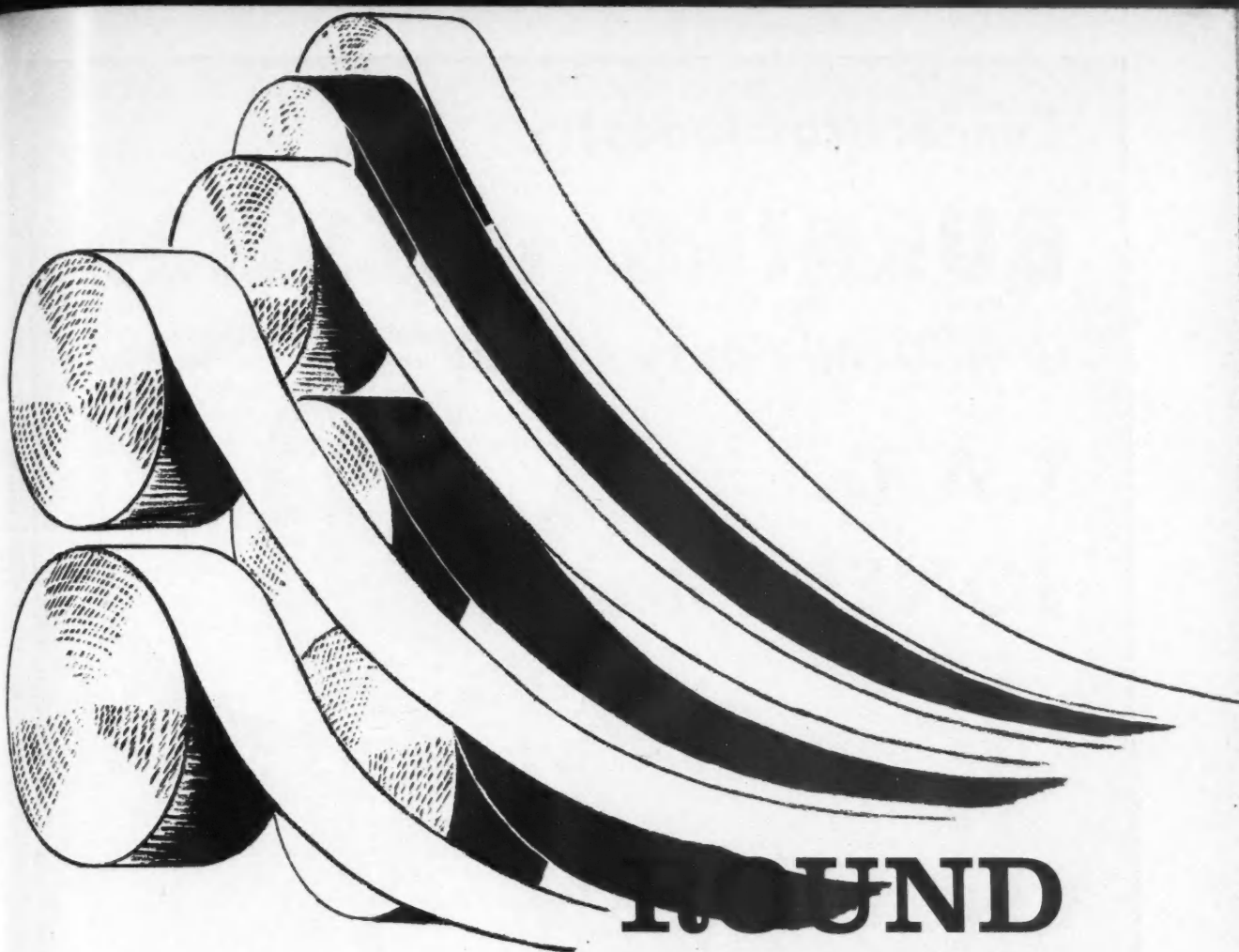
*We will be happy to furnish complete details. No obligation, of course. We are as near to you as your telephone.*



**Allen Russell & Allen** JA 2-3245  
**Benjamin & Connor inc.** JA 2-7281  
**Fred H. Williams & co.** JA 5-1171  
**INSURANCE**

31 LEWIS STREET • HARTFORD, CONNECTICUT





# **ROUND and ROUND**

goes our new Hamilton  
web-fed press\* producing  
quality business forms with  
precision and economy.

*\*Three offset units and one rubber.  
Delivers any of several combina-  
tions of 4 colors plus punching,  
perforating and numbering. An  
efficient unit for snap-out form  
work and long-run commercial  
work.*

***Connecticut Printers, Incorporated***

85 TRUMBULL STREET, HARTFORD, CONNECTICUT

Kellogg & Bulkeley LITHOGRAPHIC DIVISION

Case, Lockwood & Brainard LETTERPRESS DIVISION

JA 2-2101

*Connecticut Industry's*

# **BURNING QUESTION**

*is efficiently answered by*

**T. A. D.**

**JONES**Service



in low-sulphur, low-gravity  
**TEXAS BUNKER "C" OIL**  
and Pennsylvania and West Virginia  
**BITUMINOUS COAL**

**by barge, rail, or truck throughout  
Connecticut and Western Massachusetts**

**T. A. D. JONES & CO. INC.**

for Quality Bunker "C" Oil — Pennsylvania and West Virginia Bituminous Coal

NEW HAVEN: UNIVERSITY 5-6103 • BRIDGEPORT: EDISON 3-3123  
After hours: New Haven HOBART 7-2533 for Coal, HOBART 7-0766 for Oil

# PRODUCTIVITY, WAGES and PRICES

BY JOHN W. DOUGLAS, *President*

Republic Foil and Metal Mills Inc., Danbury

♦ THERE are a number of causes for a national recession. First of all, we must recognize that it is just as impossible to maintain a peak economy at all times as it is to maintain a steady automobile speed. There must be slowdowns and adjustments from time to time and this is such a period. However, the duration and intensity of a recession depends to a very considerable degree on productivity, wages and prices.

Productivity in simple terms can be defined as "output per man hour." Productivity rests, in part, upon the skills of workers. It depends even more upon continuing investment in newer, faster, better equipment and upon the ability and foresight of management.

Our standard of living depends upon the growth of productivity. If output per man hour increases faster than wages and salaries, our standard of living increases. On the other hand, if wages outstrip productivity, the excess produces inflation instead of goods.

Our standard of living can be compared with that of other nations by comparing the annual output per capita; or stated another way, the per capita product. This measurement indicates how well off the people of various countries are regardless of population.

Listed below are United Nations figures giving annual per capita production for five countries in U. S. dollars.

United States	\$1870.
Canada	1310.
France	740.
Germany	510.
Japan	190.

Since Russia does not release figures, it is estimated that its per capita productivity is approximately one-third that of the United States despite a much longer work week.

The variations previously listed can be traced, for the most part, to the great difference between the tools and power available in various countries. Of course the source of this capital equipment in the United States is investment dollars risked in order to make profits.

The United States only enjoys its present high level of productivity as a result of a long period of economic

growth. During the past fifty years, the output per man hour has averaged a 2.3% increase annually, although variations have occurred from time to time. For example, during 1947-1953, the years of post war conversion, the annual percentage increase was above this figure. Since then it has dropped below the average. It actually declined during the peak of the depression years of the early thirties. Notwithstanding, the average advance has been a steady one, and if maintained, our gross national product will exceed 725 billion dollars in 1975 as compared with 415 billion dollars in 1956, measured in terms of dollars of equal purchasing power.

Unfortunately, however, while the output per man hour has been growing, the rate of annual wage increases has been increasing at a far greater rate since World War II. For example, between 1947 and 1956, average hourly compensation in non-farm industry increased 61.4% or 5.5% per year while productivity in non-farm industry has gained only 26.1% or 2.6% per year. In consequence of this imbalance, the cost of living resulting from increased prices was inflated by 21.7% during this period. While this presents a hardship on all of us, it places an unusually unfair and heavy penalty on those with fixed incomes, pensions, etc.

The basic cause of the wage-price spiral can be traced to the great industrial unions which wield enormous monopolistic powers over our entire economy and insist on wage increases which are out of line with productivity increases. Unless the unions curb their demands voluntarily or their power is curtailed by law, our national economy and our ultimate strength as a nation will be irreparably damaged.

Our company has spent approximately a million dollars since 1950 to increase productivity and this year will invest approximately \$200,000 in capital additions. As a result, our investment in plant machinery and equipment has risen from \$4,584 per employee at the end of 1950 to \$10,524 per employee on December 31st of last year, a percentage increase of 130%. Even so, our productivity has been unable to stay level with payroll increases.

As long as we can do so, we will keep pace with our industry relative to wages, salaries and indirect benefits. However, continuation of the present pattern of annual wage spirals will inevitably result in reduced profits, reduced sums available for capital expenditure, reduced incentive for investment and, ultimately, reduced jobs and future opportunities.

*Mr. Douglas, author of this month's guest editorial, is a director of the Association. The editorial, previously published in full in his own company's employee magazine, is being published in brief form in CI as a good example of employee communications on an important economic subject.*

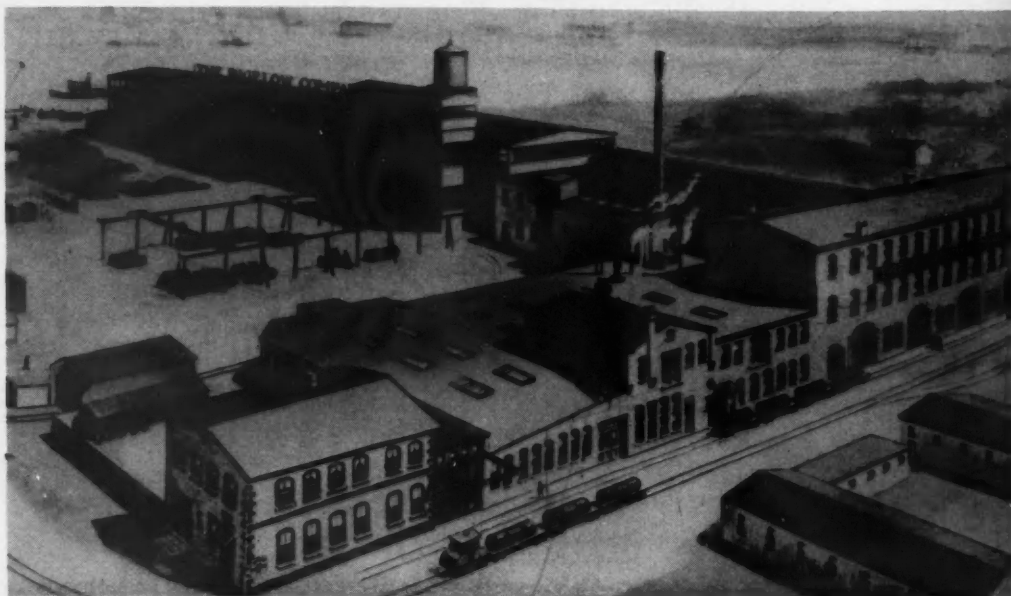


**BIGEL**

**SERV**

This is a 10' 6" square by 25' long stress relieving furnace with automatic temperature control.

Bird's eye view of the plant of The Bigelow Company in New Haven.







One of two sulphur recovery reaction furnaces manufactured by The Bigelow Company for installation at the Tidewater Associated Oil Company Refinery in Delaware City, Delaware. It is said to be the largest oil refinery in the world built at one time. The furnace is 10' 6" in diameter, 65' long, weighing 164,000 pounds.

## BIGELOW BOILERS ERE INDUSTRY

■ IT is no exaggeration to say that since Colonial days Connecticut, third smallest of all the states, has been the fulcrum on which much of this nation's productive power has been raised above all the rest of the world.

There is scarcely an American industry that has not been shaped by the marvelous machines and methods devised by skillful, imaginative, determined and resourceful Connecticut men.

The men are a countless legion, and Eli Whitney is their prototype. Truly the father of American industry, Whitney's method for making interchangeable gun parts was the beginning of mass production—basis of our industrial stature.

There is no need to enumerate the others, and the myriad machines, methods and material they gave and their successors continue to give. More interesting, it seems, is an examination of one of the firms founded by Connecticut's industrial pioneers, and the men who have been its stewards.

### Bigelow's Breadth of Service

The example is The Bigelow Company of New Haven which this year is marking its 125th year in business. Bigelow's beginning in 1833 was contemporaneous with such "firsts" in American industry as Elisha Root's turret lathe, Milo Peck's drop hammer and Dennison Olmsted's first practical anthracite furnace.

Bigelow witnessed and was part of America's industrial renaissance. It was among the original 47 subscribers to telephone service. It is New Haven's oldest manufacturing Company in point of continuous solvency. And after a century and a quarter it continues to be a vigorous, forward-looking component of the American industrial picture.

In reality, Bigelow, which of course does not mass-produce its famous industrial and institutional boilers, is an integral part of the Free World's economy. Its boilers power mines in South Africa, oil wells and pipelines in Mexico, sugar mills in the West Indies and the cocoanut shredding plant of Peter Paul, Inc. in the faraway Philippines.

Their boilers are also to be found in California wineries and distilleries, in such widely separated Universities as Yale and Leland Stanford, in factories, foundries and electric power plants and in Madison Square Garden.

### Early History

But this is only part of the Bigelow story which ought to be told from the beginning which, interestingly, was in a by-product of "Sachem" James Hillhouse's fabled Farmington Canal. That by-product was waterpower which moved the factory wheels before Bigelow boilers took over the task.

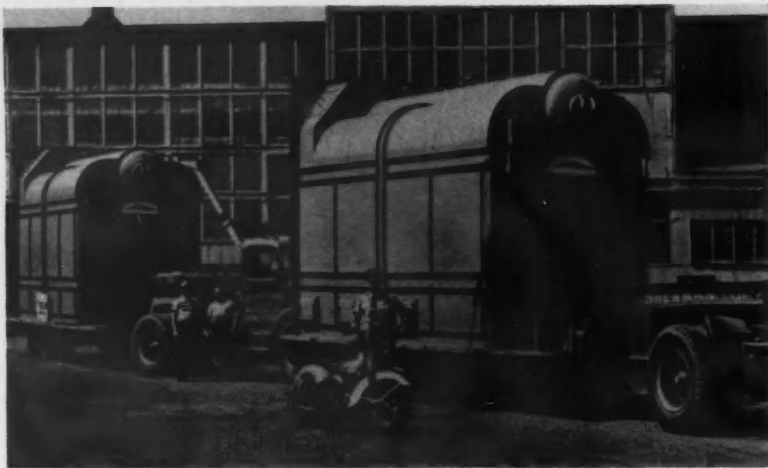
It was the availability of waterpower from the Farmington Canal that encouraged Cyprian Willcox, a Yankee transplanted from Georgia, to establish his gray iron foundry and machine shop on the west side of Whitney Avenue, near Grove Street, New Haven, in 1833. One of the earlier products was malleable iron for which there was a growing demand.

This, then, was Bigelow's beginning, although it was nearly three decades before the name of Hobart B. Bigelow, destined to become governor of Connecticut, appeared in its title.

As Willcox concentrated on the production of gray iron he took associates who either were his partners or the lessees of his machine shop. His son, Henry, was one of them, but he went to Urbana, Ohio, in 1852 to



General view of the main bay of the boiler plant.



Two type B Bigelow Boilers leaving the plant for the Peter Paul installation at Naugatuck. The delivery of the large units required police escort.

open his own foundry and machine shop.

The following year, he leased his machine shop to John A. C. Williams and Stephen B. Whiting, but within a short time the entire plant—foundry and machine shop—passed into the hands of Henry Ives and Addison Smith. Ives was a wealthy manufacturer of carriage and other hardware; Smith a contractor who operated Ives' plant in the Mt. Carmel section of Hamden.

Willcox resumed control of the business in 1859 and for a while conducted it in partnership with C. O. Gay. When the latter died, Hobart Bigelow, who had been a foreman for the Ives and Smith and the Willcox and Gay companies bought the machine department, and a new business card was added to those of New Haven's growing number of firms.

Hobart Bigelow launched his venture in 1860 amid rumblings of the soon to come Civil War and in the face of dire predictions that not only would the war be followed by a long period of depression, but that the nation itself would collapse.

But Bigelow, satisfied with his belief that the Union would survive and knowing survival lay in great measure in the Union's ability to produce the materiel needed to prosecute its cause, shrugged off the dire predictions, and plunged into the task before him.

Events vindicated Bigelow's judgment. He became a successful bidder for contracts to furnish not only machines and machine parts but some of basic munitions of war. Parts of Ericson's famous Monitor were fabricated at 8 Whitney Avenue, and so were parts of the rifles carried by Abraham Lincoln's troops.

### In Tune With Changing Times

And so the modern Bigelow Company was born—not as a manufacturer of boilers, but as an instrument of diversified production that its owner could quickly convert to current needs. This has been a characteristic of Connecticut industry since the beginning as was so abundantly clear in the efficient change-over from war to peacetime production after World War I and II.

Bigelow has kept this ability through the years, in serving both the consumer and the war needs of the Nation. And that it has helped fight humanity's war against the scourge of disease is also a fact in which the company takes much quiet pride, since some manufacturers produce the miracle drug, penicillin, in Bigelow pressure vessels.

### The Barnum Family Service Record

Starr H. Barnum, Board Chairman, has rounded out a full half century with Bigelow which began in 1908 when he matriculated from Yale's Sheffield Scientific School to the Bigelow Company and became within a year an apprentice boiler maker. In 1939 he succeeded his father, the later George Starr Barnum as the company's fifth president. The elder Barnum joined the company in 1871. This unbroken 87 years of Barnum identity with Bigelow seems unlikely to be broken in the foreseeable future.

When Starr Barnum became board chairman at the company's annual meeting in March, and Executive Vice President Paul M. Fleming was elevated to the presidency, Starr H. Barnum III, a Lehigh University

alumnus who had been secretary, became vice president also, one of the posts his father held in his steady climb from apprentice boiler maker.

### Boilers—A Post Civil War Specialty

It was in the post-Civil War period that Bigelow moved toward its present specialty when it signed contracts with Ohio capitalists for the manufacture of the James Leffel Patent Turbine Water Wheel. This became a long-term and profitable venture which was supplemented by the manufacture of machinery for use in the recently opened gold mines of the west.

Then as the fabulous oil fields of Pennsylvania opened, and the demand for steam powered drilling equipment grew, the company again "diversified" these portable power plants, and found itself literally overwhelmed with business.

As the demand for boilers of all kinds and sizes grew, (stationary as well as marine), Bigelow was forced to look for larger quarters in which to build them. In 1869, Yale University offered the company its present site at Grapevine Point, on which there were numerous buildings that had been used as barracks for Civil War troops.

Bigelow quickly adapted some of these buildings to its needs and made the transfer without loss of important production time. With larger quarters and improved facilities it forged rapidly ahead in its new field. Then in early 1872 a disastrous fire wiped out much of the fruits of 39 years of labor.

But though it came at a time when there was a great and growing demand for small, portable steam boilers and engines, Bigelow withdrew from that field when it had restored its plant facilities.

Hobart Bigelow's son, Frank, joined the company in 1881 and in 1883 the company was incorporated by special legislative act as The Bigelow Company, its present day title. The officers were H. B. Bigelow, president; Henry Elson, vice president; George S. Barnum, treasurer, and Frank L. Bigelow, secretary.

There was a rising demand for sugar mill equipment and the company concentrated on this field, opening a New York office with Walter P. Bigelow, brother of Frank who had been assistant treasurer, in charge. Its equipment went into the cane-growing areas of the Caribbean, Louisiana and wherever else men made sugar and its by-products—rum and molasses.

After the death of Hobart Bigelow in 1891 his son, Frank, became president. George Barnum was now secretary-treasurer and Walter Bigelow was

assistant treasurer. A decision was reached to abandon completely the company's general machinery business and devote the entire plant to the construction of boilers and related items.

Bigelow's boilers were now shipped to many distant points in the world—to the oil fields of Mexico and the mines of South Africa. And competitive companies without proper equipment called upon Bigelow to make boilers for them—such as high pressure butt strap drums.

### The Water Tube Boiler

But the company's perceptive officers for some time had been watching a growing trend that favored the water tube type of boiler. By 1905 they had decided to manufacture such a boiler provided a proper design could be developed. Such a boiler was found at Grantham, England, the product of the Richard Hornsby Company. Bigelow promptly obtained the American rights to it and its component superheater.

The company was reorganized with Frank Bigelow as president, his brother, Walter, as vice president and George Barnum as secretary-treasurer. The entire plant was then modernized. New boilers and engine, with direct connected generator were installed as were travelling cranes and electric hoists for greater efficiency in handling the new product.

The Bigelow-Hornsby boiler was an instant success, and noteworthy installations followed one another as the company's sales increased.

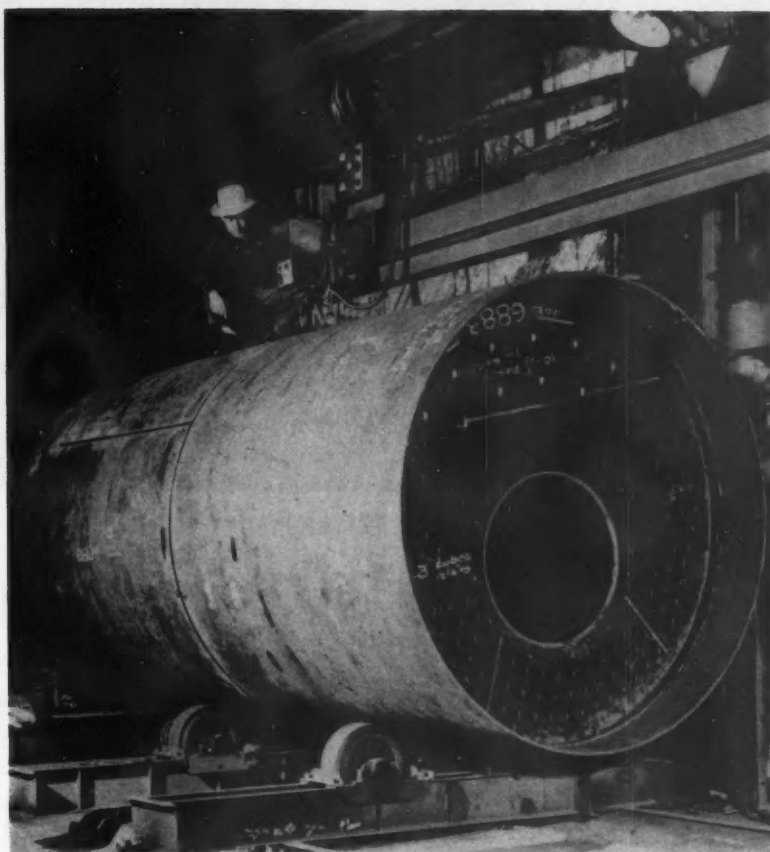
Walter Bigelow died in 1908, the year Starr Barnum began his apprenticeship as a boiler maker. Nine years later, and shortly after the United States entered World War I, Frank Bigelow died suddenly and George Barnum succeeded to the presidency.

The company had been deep in the task of supplying boilers for the nation's emergency fleet and was providing much of the equipment needed at the Muscle Shoals nitrate plant.

Pierreport Bigelow, son of Frank Bigelow, who had started in 1910 and became assistant treasurer in 1913, died in 1920. Three years later the company was again reorganized with the Bigelow heirs relinquishing their interest.

Today, Bigelow is the oldest and largest manufacturers of steam boilers in New England, and its boilers are found throughout the Free World.

And some of them, might be found behind the bamboo curtain of Red China, for Bigelow boilers went to power Chinese industry, lighting plants and other installations before Communism took control of that strife-torn land.



Boiler drum being welded by Lincoln automatic welding machine.

### Skills and Integrity Keystone Success

Much of the company's stature derives from the skills of the men who both make and direct the making of its product. Because those in management have come up the apprenticeship ladder team work is inevitable. Its spirit is so strong that when Starr Barnum this year rounded out his 50th year with the company all employees saluted him with a commemorative scroll which hangs, framed, on a prominent wall of his office. He also proudly wears a gold watch given him on this occasion.

But a large part of the company's stature stems from the promise Hobart Bigelow made on his first business card when he stated that orders given for his work would be "executed promptly." Integrity is a prime ingredient in Bigelow boilers.

### Boilers for War

Just as the company went to war in 1917 it did so again in new and broader fields during World War II. This time it helped produce Uncle Sam's vast submarine fleet as a sub-contractor to Electric Boat Co. It also helped power

the ocean going dry-docks to which battle battered ships of the Pacific fleet were taken for repairs. It turned out hundreds of boilers for various uses at the far-flung American bases in the Pacific. And, among other things, it devised with typical Yankee skill, a method of producing 20 millimeter Storage Tanks out of 120000 tensile steel plate.

### Improvement: Standard Practice at Bigelow

New improved designs of boilers are constantly under consideration and being developed in the engineering department to keep pace with the development of the art of steam generation. Not only 2 and 3 drum bent tube boilers of modern design with original and unique features are made by the Company, but also fire tube types with new features of design and construction.

Technological development in the art of fusion welding brought about a major change in the method of boiler making, and, as a result, riveted construction has become practically obsolete. Pneumatic air guns and bull

(Continued on page 42)



Among the exhibitors were 61 private manufacturers and approximately 40 government units representing Army, Navy and Air Force purchasing activities.



## New England Exhibit of Business Opportunities



Governor Abraham A. Ribicoff cut the ribbon to officially open the exhibit. Among the onlookers are Governor Edmund S. Muskie of Maine, and in the rear, Vice Admiral E. W. Cleton, Chief of Naval Materiel, Washington, D. C., and Brig. Gen. Jean E. Engler.

■ THE successful staging of the mammoth New England Exhibit of Business Opportunities, held at the Broad Street Armory, Hartford, on July 9, 10 and 11 represented the culmination of several months of planning and cooperative work efforts of many agencies. Through this exhibit, sponsored by the Connecticut Development Commission, with the assistance of the Interdepartmental Committee on Labor Surplus Areas of the U. S. Department of Defense and the co-sponsorship of the Manufacturers Association of Connecticut and the Connecticut and Hartford Chambers of Commerce, two laudable objectives were sought.

First, it was designed to aid in carrying out the expressed policy of the Department of Defense to encourage the increased utilization of available manufacturing facilities, especially of small business, in substantial surplus labor areas and thus strengthen the economy and national security of the nation.

The second objective sought by the sponsor and co-sponsors was to give both small and large manufacturers in New England an opportunity for face-to-face discussion with government procurement officials and civilian contractors who "farm out" assemblies and small parts—all in the hope of stimulating increased business activity in Connecticut and New England.

Patterned after a number of successful exhibits held in other regions





Guests attending a Kick-Off Luncheon prior to the opening of the New England Exhibit of Business Opportunities, listen to Brig. Gen. Jean E. Engler, director of procurement, Office of the Deputy COFS for Logistics, U. S. Army, Washington, D. C.

of the country with the close cooperation of the Department of Defense—Army, Navy and Air Force—and other federal agencies, the exhibit was launched by a Kick-Off Luncheon preceding the ribbon-cutting ceremonies signalling its official opening. The luncheon was attended by nearly four hundred persons interested in visiting the exhibit, including Governor Ribicoff, Governor Johnson of Vermont, Governor Dwinell of New Hampshire, and Governor Muskie of Maine, numerous officials of the Army, Navy and Air Force, and other government agencies, by key officials from the sponsoring, co-sponsoring and 40 co-operating agencies, and manufacturers seeking new business.

The show consisted of 101 exhibitors, 61 representing private industry, with the other 41 exhibits being shown by the Army, Navy, Air Force and Governmental agencies.

During the three-day exhibit a total of approximately 1600 private industries were known to be represented out of some 6,500 visitors who signed registration cards. Since no attempt was made to register visitors during the ribbon-cutting ceremonies and during the evening of July 9 when the exhibit was open to the public, it is estimated that 300 to 400 additional companies may have been represented beyond the actual count of 1600—by far the largest number attending any previous regional opportunity exhibit ever held.

Although the extent of the value of this exhibit, or for that matter any other of its type, will never be fully known, interviews with military and civilian exhibitors, suppliers and prospective suppliers brought forth some interesting comments, a few of which follow:

"Very good attendance and interest; participation and exhibit area one of the best."

(Continued on page 46)



Army members of the exhibit committee in front of the U. S. Army Ordnance exhibit, left to right, C. F. Cinquegrana, army member, Military Inter-Departmental Committee on Labor Surplus Area Programs, Office of the Deputy COFS for Logistics, Washington, D. C., Col. Maurice L. Driscoll, CO, Springfield Army Ordnance Dist., Springfield, Mass.; and Maj. Albert Floor, Springfield Ordnance District.



Shown in front of the Pratt & Whitney Aircraft Exhibit are (left to right) Governor Joseph B. Johnson of Vermont; Governor Edmund S. Muskie of Maine; Governor Abraham A. Ribicoff of Connecticut; and Governor Lane Dwinell of New Hampshire.

# Recipe for an Essay Contest

By JAMES F. ROCHE, *Director of Public Relations*  
The Stanley Works, New Britain, Connecticut

**Ed Note:** Having had firsthand experience in arranging two successful essay contests for The Stanley Works, New Britain, the author of this article is well qualified to outline a safe course of procedure for conducting an essay contest. For those company or association executives who are considering the essay contest as a means of promoting better understanding of our economic system, Mr. Roche's article may well qualify for them as the "prize reading of the year."



Prof. John G. Crawford, high school librarian, discusses essay material with Judith Neuhart against background of Stanley Works' shelf in the school library. Firms from many parts of the country contributed material to the shelf.

■ FOR many years American industry has taken an active part in the development and administration of our educational system. This has been done by granting scholarships, particularly to the sons of employees, by outright financial gifts to schools and colleges and by the sharing of executive talents with local schools through staffing local boards and committees.

Some companies have added to these, ideas of their own, generally in the form of projects pertinent to their particular industries. When such projects have been planned to strengthen the sponsor's status locally, and at the same time, interest or benefit the youth of the community, they have generally found ready acceptance.

It was with such objectives in view that The Stanley Works, in the Fall of 1956 announced, in cooperation with the New Britain Board of Education, an essay contest for members of the senior class of the local high school on the subject, "The Role of Industry in the Development of America."

## Value of Essay Contest

Having observed the functioning of this contest for two years and analyzed its worth—the weaknesses to be eliminated and the strengths to be expanded—it is safe to report that the essay contest is a practical and valuable project as a factor in community relations, as an encouragement to young people whose interest and good will industry should nurture, and as a means of winning for the sponsor very valuable public relations dividends outside the community.

I cite this last because of a very generous article in the nationally-circulated *Public Relations News* and the publication of our winning essay in the magazine *Industrial News Review*, which is distributed to some 11,000 editors nationally.

*Public Relations News* called this type of contest "a highly commendable public relations activity" when the assigned topic is "provocative and inspiring and research for writing the essay truly contributes to the knowledge of the candidate." Of The Stanley Works' handling, it said, "It has not only undertaken a well-conceived and ably executed essay activity, it has developed publicity in depth." Very fine, indeed.

## Preliminary Approach Important

I think much of the success of our project traces to our approach. We were careful to take no action that was presumptuous, avoided all action that might be considered going "over the head" of anyone. We formed clear ideas of what we wanted to accomplish be-

fore approval or assistance was sought. While the project as visualized could be of value to us as an industry seeking the good will of our community, we needed first to consider whether it would benefit that community, and if so, how, to the maximum degree.

Here was the background. New Britain is an industrial community, almost completely. With the exception of its merchants, professional people and municipal employees, all bread-winners earn their living in the factories.

In New Britain the percentage of foreign-born in the final quarter of the nineteenth century was very high. The flood of immigrants then and during the first ten or twenty years of the twentieth century met the factories' demand for help. Most of the jobs required little skill and in most instances no knowledge of the language.

But conditions have changed in New Britain, as elsewhere. Today the sons and grandsons of the immigrants have lost most of their awareness of background; they are Americans, born to it, equipped by schooling to compete with descendants of the Mayflower band. They are now doctors, lawyers, merchants, as well as employees of the factories.

With this change of status we thought that there was likely to be a softening of enthusiasm among the young towards industry; and that is unhealthy.

With a view to encouraging in young people an appreciation of industry and its significance in America, through a close study of its background and its functioning and the contribution which their forefathers had made to this nation, we decided to create a lure that would be interesting and at the same time rewarding. The most logical we agreed, was the essay contest.

### Planning Consideration

The idea of a topic was given much thought. We wanted a subject that dealt with industry and America. But since this was a New Britain group, should we limit the subject to a study of New Britain industry? We dropped that idea as too restrictive.

We decided to make the entire field of American industry our workground. If a student chose to discuss local industry—and some did—there would be no objection. When the contest was eventually launched we were delighted to find the essayists venturing bravely into utilities, the sciences, new research, steel and automotive industries, the Du Pont empire, and any number of topics that required careful and thorough study.

(Continued on page 36)

## Essay Contest Recipe In A Nutshell

1. Select an essay topic that is pertinent to the company's interest, both in industry and in the community.
2. Proceed only if you can count on the wholehearted support of the school officials and faculty members whose assistance will be needed.
3. Be certain that the contest will serve a real purpose in the overall educational effort of the community.
4. Consider it a contribution to the community, not merely a means of obtaining publicity for the company.
5. Formulate a project that will interest the students both as a challenge to their talents and for its material rewards.
6. Assign company personnel to help administer the project; the school officials will resent your "handing them a job".
7. Emphasize in publicity the spirit of the community as indicated by the willingness of its officials to cooperate.
8. A contribution to the school, such as the research shelf contributed by The Stanley Works, will indicate your interest.
9. Let the school staff, who have duties in addition to the contest, determine its schedule, to avoid their being overburdened and thus uncooperative.
10. Bring in others in the community, possibly as judges, to broaden the local participation in the project.



Winners of Stanley Works essay contest hear the good news in the office of High School Principal Vincent Sala. Left to right, Miss Judith Symolon, third prize; Judith Neuhart, first prize; William C. Sheehan, fourth prize; Judith G. Johnson, second prize, Neil Atkins, of faculty committee; Principal Vincent Sala; James F. Roche, director of public relations, The Stanley Works.

Below Rodman W. Chamberlain, Stanley Works vice president hands prize checks to winners.





# Don't Take Traffic Costs For Granted

By SERGE P. NEPRASH

**Ed Note:** Serge P. Neprash, author of this article is Coordinator of Traffic for the Armstrong Rubber Company, West Haven, Connecticut, where he supervises all transportation costs for four production plants and a West Coast Sales Division. Mr. Neprash, a Registered I.C.C. Practitioner, also teaches Industrial and Motor Freight Traffic courses at New Haven College.

■ THIS article is, for the most part, directed at those companies that have traffic departments and traffic managers, who are doing what appears to be an adequate, if somewhat pedestrian, job. Where do these companies begin in adopting a dynamic, critical approach to the rising transportation cost problem? Let us deal first with the internal factors involved, since they can be dealt with more quickly and more directly with optimum results. Then we can discuss the external factors, those involving contract and common carriers.

## Control of Purchase Terms Involving Freight

A major aspect of the matter of proper payment of freight has to do with control of purchase terms involving freight, such as "minimum freight allowed," "freight equalized with nearest competitor," "f.o.b., cars," "f.o.b., warehouse," etc. with endless variations. It is expensive to assume that the accounts payable department, merely because it becomes the repository of the purchase order copy, vendor's invoice and receiving report, can be the final authority on the amount of charges or allowances due or charged by the vendor. In some instances, invoices devoid of freight factors are automatically passed for payment when, in fact, significant freight allowances should have been granted. In encountering a complicated reconciliation between purchase order f.o.b. terms and invoice freight charges or allowances, are you prone to equivocate by stating, "Let's see what they did on the last invoice?" If so, don't. Instead, use the services of your traffic department. Its personnel should be equipped to get to the root of situations like these and come up with the valid answer.

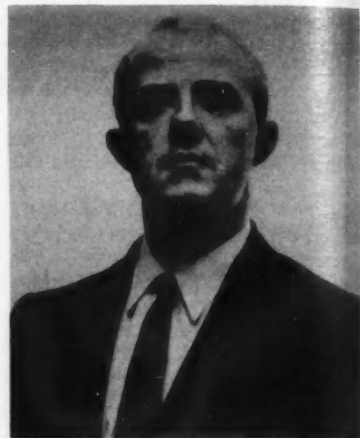
This article is reprinted from the August issue of the NAA Bulletin by permission of the author and publisher, the National Association of Accountants.

When faced with reconciliation problems such as mentioned above, my company, The Armstrong Rubber Company, has found that, through use of the carriers delivery check (also known as the consignee's memo) as the control instrument, our problems were minimized. The first year the system was used, \$15,000 in freight debits were recovered at one plant alone. It works like this:

1. The receiving department attaches the delivery check to the receiving report and relays the two to accounts payable.
2. Since the delivery check is an exact copy of the freight bill, it shows the actual shipping point (not vendor's home or billing office). The shipping point is matched to the f.o.b. point specified in the purchase order.
3. If the points agree, the documents are filed and cleared when the invoice from the vendor comes in. If the shipping point does not agree with the purchase order point, the documents are taken to the traffic department for computing the freight charge or allowance.
4. When the vendor's invoice arrives, the freight charged must be as pre-figured by the traffic department or a freight debit is sent to the vendor.
5. Any freight charges on vendor's invoices, not reconcilable by the above, are sent to the traffic department for its approval. For an accurate review the traffic department must have the freight bill, the purchase order copy, as well as the invoice.

## Audit of Freight Bills Before Payment; Old Bills

In any discussion of freight charged by carriers, it is important to emphasize that the audit of freight bills before



SERGE P. NEPRASH

payment should be done as intensively as possible. At Armstrong, we cannot afford to underplay this responsibility for, over a year's time, we average an eighty-cent reduction on each of the many thousands of freight bills we audit. Another more diversified rubber company averages a dollar reduction per freight bill. Let's face it—you check, verify, audit and extend every purchase invoice you receive from a vendor. Is it consistent to slough off a \$500 or \$1,000 freight bill in a routine manner just because it is rendered by a regulated carrier? The answer is obviously "No," yet many, many companies do just that. Keeping in mind that (1) the country-wide freight rate structure is complex; (2) a carrier rate clerk rates many hundreds of commodities under pressure, at night mostly; (3) carriers have a high rate of rate-clerk turnover, implying inexperience; and (4) no carrier can possibly know an individual company's rate structure as well as the company itself should—all these factors clearly indicate that a company can effect real savings by catching the inevitable carrier overcharges before payment.

At this point, we should dispose of the oft-repeated refrain, "All carriers are regulated and their rates are the same, so why worry about close scrutiny of freight bills." This statement is true insofar as it refers to class (or highest) rates, which move only about 10 per cent to 12 per cent of our country's tonnage. As tonnage and regularity of movement build up, a company gets into exception (or lower) ratings. Then, as the tonnage build-up accelerates, commodity (or lowest) rates should be obtained. Thus, if your freight bills are simple to audit and at



a high rate level, somebody is taking the easy way out. The lower rates, if obtained, do, it is true, complicate your audit job for the more exception and commodity rates you get, the more tariff publications must be kept on file to properly apply a rate and the more apt the carrier's rate clerk is to apply, in error, the simpler (i.e., higher) rate.

This leads us into the matter of re-audit or outside audit of old freight bills. Your old freight bills for a statutory period of two years after billing date have a commercial value, as almost anyone who has used a reliable outside auditing agency can attest. Old freight rate "sharks" don't "fade away"; they end up with audit specialist agencies, which use every angle imaginable to squeeze the last drop of claim potential from a freight bill. These overcharge claims, when paid by carriers, are usually split 50-50 between the principal, which is you, and the audit company. This is a perfectly legitimate enterprise and should be taken advantage of, particularly since the industry using these facilities has nothing to lose, as the splitting of the claim is the only charge. Not only does the audit company ferret out the carriers' errors but it will furnish tariff references and legal "pegs" so that you will not make the same mistakes in the future. You get back the bills that are not used in entering claims.

#### **Consolidation Program; Shippers' Association; Own Equipment**

There is nothing more remunerative in a traffic department's activity than an effective consolidation program. This is particularly true of companies with predominant shipping or buying patterns on a less-than-carload basis. Consolidation, which is the pooling of several small shipments into a carload or truckload, takes immediate advantage of a transportation rule-of-thumb which states that the volume rate (full carload or truckload) is approximately one-half of the less-than-truckload or less-than-carload rate. Not only does pooling of smaller shipments into consolidation produce lower transportation charges but, also, significant improvement of service can be effected as the combined shipment moves forward on a truckload or carload basis rather than the usually slower less-than-carload or less-than-truckload service.

Carrier rules provide that volume shipments can be stopped off at points intermediate to destination to complete loading or to partly unload. Assuming your stop-off or consolidated truckload, for instance, covers an outbound shipment of finished products (although consolidation is equally as effective on

the purchasing of raw materials) and you have a cluster of small orders at one of the destinations, do not overlook the possibility of using a cartage agent for local distribution. His facilities for prompt deliveries at low local rate cost still provide ample opportunity for service at lower overall rates than direct less-than-truckload rates. Emphatically, on a normal shipping pattern, it is not extreme to expect that an efficient consolidation program can reduce overall transportation costs at least five per cent.

Many companies are turning to the new device of joining a shippers association as a means of holding the line on rising freight costs. Companies which cannot effect consolidations of their own can now pool their freight with other cooperating companies to effect the volume economies not heretofore available to them. Set up under an exemption of the Interstate Commerce Act, these associations, operating on a non-profit basis since they return to their members any and all savings effected, provide for their members many of the same services that freight forwarders perform. In the absence of available associations, some companies have taken it upon themselves to start joint-loading operations of this nature. Opportunities for cost reduction in this realm are so pronounced and it is a device so relatively unexplored, that it is the opinion of the writer that, within five years, these associations will control major blocks of tonnage in our nation's flow of commerce.

In any situation in which your major markets coincide geographically with your major sources of supply or raw materials, you have a natural possibility for owning or leasing your own private trucks. A guaranteed return haul is the key to such an operation and savings of 35 per cent to 40 per cent below common-carrier charges are a regular occurrence under return-haul circumstances. With the advent of truck-leasing companies, the headaches of maintenance, taxes, licenses, and registrations are minimized. However, it must be remembered that, in inaugurating a private truck operation, the company involved must (1) answer the primary business test of the U. S. courts which stipulates that any such private operation must be in the furtherance of the company's business and (2) the driver must remain under the absolute control of the company, preferably on the payroll as a regular employee. Any deviation from these two points exposes you to charges of invasion of the field of contract or common carriage without an Interstate Commerce Commission or State Public Utilities Commission certificate.

Naturally, there are many other

factors involved in this area of internal traffic cost control but, since it is not our intention to be all-inclusive in this article, we will touch just briefly on some of these additional factors. They are:

1. Development of natural cooperation between traffic and other company departments, particularly purchasing. The latter is singled out because practically every component part of the purchase order has its transportation overtones, i.e., routing section, f.o.b. points related to freight allowances and charges, optimum weights of purchases related to freight rates, inbound consolidation potential and sources of supply related to cheapest freight charges.

2. Weighing by receiving department of inbound raw materials, particularly high value products.

3. Insistence on vendors supplying materials in unit-load packages of 2000 to 4000 pounds each for ease and economy in unloading and internal handling.

4. Establishing procedures for use of over, short and damage reports to be filled out by the receiving department immediately upon receipt of damaged or partly lost shipments. This document becomes very useful to purchasing, accounts payable and traffic departments, since it is their signal for action in re-ordering material, holding up or changing vendors' invoices and initiating carrier inspection and/or claim payment.

5. Cutting down the number of carriers picking up outbound shipments. This device can increase the amount of freight shipped each day without incurring any additional cost in the shipping department.

6. Organizing the traffic department so that your traffic executive will have the time to implement a research and planning program necessary for significant transportation savings.

#### **External Factors**

Preliminary to expanding on the external factors involved in effecting transportation savings, it should be noted that it is in this area, i.e., relation of the industry to the carrier, that the cumulative experience of the traffic executive comes to the fore. Since the faculty for properly timing rate reduction applications, gauging the proper rate levels, ability to negotiate, and knowledge of carrier and Interstate Commerce Commission rate processes should all be part of the makeup of the trained traffic man, management should take a good, long look at the man they have in this key spot to see if he fills the bill, at least in these several respects.

## Minimum Weights; Carrier and Commercial Competition

Since, in our examination of the external factors involved in transportation cost reduction, we are dealing with the company and its relation to the various modes of transportation, a logical place to start would be to suggest that you review the weights at which you are receiving your carload or truckload rates. It would be appropriate to ask yourself the question, "Are we actually loading all we can into a car or truck and can we achieve lower charges through reduced rates by loading more than heretofore required by the carrier tariffs?" For instance, if your commodity, either finished product, inbound raw materials or components, moves at a rate of \$1.25 per 100 pounds at a tariff required minimum weight of 24,000 pounds, or \$300 for the haul, and if circumstances permit you to load 30,000 pounds regularly, there exists a good possibility that your carriers will consider lowering the rate to, let us say, \$1.10 concurrent with establishing a new minimum at 30,000 pounds. In this way, you will not only lower your unit transport costs, but the carriers will boost their load revenue to \$330.

On the foregoing example, carrier competition enters the picture—and whole volumes can be written about the effect of competition on rate-making. In other words, if you were moving your material via truck at the 24,000 pound minimum and found that the 30,000 pound level was proving satisfactory but your trucker was balking at the proposed rate reduction, you can bet the rails will be interested! Since the highway mode seldom wants to lose tonnage to the rail mode, mere mention of your thinking of using the rails will yield results for your company. A word of caution here—the trucker's average size is much smaller than the average railroad, and the trucker tends to rely on key shippers, of which you may be one. Keep in mind that you will be much better off with a healthy, financially sound trucker, service-wise, claim payment-wise, etc. Hence, rate reduction requests should be tempered to this objective. Reliance on large shippers goes for the railroads, too, but not to the same degree.

A natural concomitant to carrier competition is commercial competition, since it, too, is a major factor in rate-making. As all common carrier rates are required by law to be published in tariff form, you should not only have the proper tariffs in order to check rates charged you by your own carriers, but you should get to know the rates charged your competitors. In the absence of overriding cost factors, reg-

ulatory bodies have held that, with similar tonnage and regularity of movement, competing industries should receive similar rate levels on like commodities. Suffice it to say—know what rates your competitors are paying, for it is almost a certainty they know what you are paying. For instance, synthetic rubber was being shipped to New England via rail-water-rail from Texas at special 100,000 pound carload rates. The best level from Louisiana via the same mode was 70,000 pounds. Application to remove the discrimination resulted in an equalization at the 100,000 pound level and lower rates from Louisiana. As an example of competitive scrutiny, any freight reduction on tires from Armstrong Rubber in Connecticut is watched, and matched, by U. S. Rubber in Massachusetts, and vice versa, because, as competitors, neither can afford to have the other gain a competitive cost advantage to any of the tire markets.

## Use of Contract Carriers; Storage in Transit

Carriers differ to the extent that, whereas common carriers are forced by law to do business with anyone who calls for their service within the scope of their operating rights, contract carriers pick and choose to the extent that they can enter into bi-lateral contracts with any company the business of which fits into their operating scheme. The writer recalls, during his early days with Armstrong, reviewing a list of major raw materials used by his company. He noticed that several of these materials were shipped from Akron, Ohio, and knowing of several contract carriers hauling between Ohio and New England, he met with them, established a reasonable level of rates and thereby reduced his company's freight costs on these several commodities by 25 per cent. There exists a Contract Carriers Conference in the American Trucking Association in Washington, D. C. which, for a reasonable charge, will conduct research in uncovering the contract carrier who, conceivably, can perform a service for you at lower rates than can, or will, a common carrier.

One of the most neglected devices in the realm of traffic is the use of storage-in-transit. Although scattered use in relationship to trucks is known, storage-in-transit is primarily used in conjunction with carload routings. Its rules state that, in shipping out of storage, only the remainder of the through rate from origin point to destination shall be charged, provided the storage point is directly intermediate in the origin-destination route. Storage under storage-in-transit is permissible for up to a year before reshipment. As

an example of how the rates work, if a company in New York contemplated distribution in the South, yet lacked warehouse space at the point of production, it could store at Richmond, Virginia and pay "freight in" at a dollar per hundred weight. Assuming later shipment to Charlotte, North Carolina, at a New York City-to-Charlotte rate of \$1.25, the remainder of the freight is charged at twenty-five cents per hundred weight under the storage-in-transit arrangement, plus a storage-in-transit charge by the railroad of ten cents per hundred pounds. Without storage-in-transit and still assuming storage at Richmond, the shipper would have to pay the local Richmond-Charlotte rate of seventy-five cents per hundred weight. Thus, the savings would be the difference between the through rate, plus storage-in-transit charge of \$1.35 per hundred weight, and the combination of the two local rates of \$1.75, or a clear saving of forty cents per hundred weight.

Storage-in-transit becomes useful for raw material storage, particularly when local space becomes tight around the production facility. An example of this use by the Armstrong Rubber Company at West Haven, Connecticut, indicates the potential. Tire cord fabric bought from Ohio carries the same rate to West Haven as to Bridgeport, Connecticut, the storage point. At re-shipping time, the remainder of the through rate is zero, and we pay only the storage-in-transit charge of nine cents per hundred weight, plus saving most of the local Bridgeport-West Haven rate of twenty-five cents per hundred weight.

Fabricating or processing in transit are variations of storage-in-transit which should be explored if you are in that type of situation. A conference with your local railroad officials regarding storage-in-transit, or variations thereof, could easily straighten out questions and details on this so-called railroad "privilege."

## Other Opportunities for Traffic Economies

Even if the writer were qualified to do so, we could not possibly cover here all of the avenues for the control of transportation costs which are available through working with the various carriers. However, some additional areas are:

1. Using the qualified carrier sales representatives as a valuable adjunct to your traffic department in such activities as tracing, expediting, rate surveys and cost consultations on specific operating problems.

2. Applying for commodity (or lower) rates predicated on tonnages

(Continued on page 33)

**48,000,000  
GALLONS**



OUR PRESENT STORAGE IS ONE OF THE LARGEST IN NEW ENGLAND. WE HAVE STEADILY INCREASED OUR FACILITIES SO THAT WE COULD OFFER MAXIMUM PROTECTION TO THE MANY VALUED CUSTOMERS WHOM WE SERVE.

**BUNKER "C" FUEL OIL  
LIGHT FUEL OILS • DIESEL OIL  
BITUMINOUS COAL  
BY  
STEAMER, BARGE, TRUCK OR RAIL**



**WYATT, INC.**

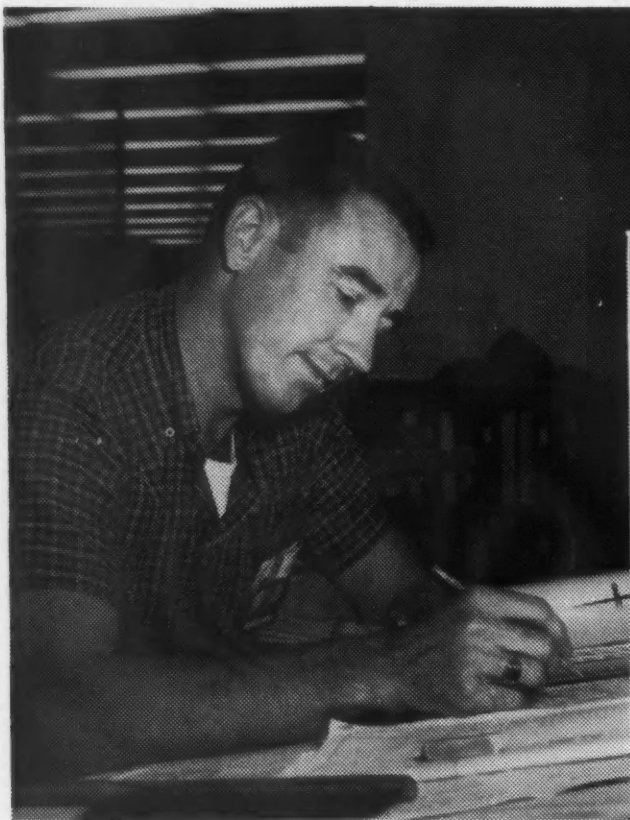


**NEW HAVEN, CONN.  
PHONE STATE 7-2175**

**• TERMINALS •  
EAST & WATER STREETS • NEW HAVEN  
BENTON STREET • HAMDEN**

**• MAIN OFFICES •  
• 157 CHURCH STREET •**





Continuous rows of fluorescent fixtures at Sikorsky Aircraft's new engineering building in Stratford provide excellent, uniform lighting for tool designers constantly at work reading and drafting blueprints. Sikorsky, a division of United Aircraft, installed recessed fixtures with glass diffusing lenses to furnish high level general illumination throughout the 500,000-square-foot building partly shown in inset photo.

# **BIG** OR SMALL, **LIGHT IT RIGHT**

**Whatever its size . . . your plant needs PLANNED LIGHTING**

Tool designers at Sikorsky Aircraft's engineering department get the right light for their close, exacting work designing production machinery tools and airframe assembly fixtures. General, even illumination saves their eyes from glare, reflection and shadow. It prevents eye fatigue, helps keep the accuracy level high.

Planned lighting is a tool you should put to

work in your plant's production and office areas. It helps increase production, cut waste, boost plant safety and appearance. Planned lighting means more profits, more savings for you . . . better working conditions for your employees. Contact the power sales engineer of your electric utility company to help you plan your next lighting layout.

**THE CONNECTICUT LIGHT & POWER COMPANY**

**THE HARTFORD ELECTRIC LIGHT COMPANY**

**THE HOUSATONIC PUBLIC SERVICE COMPANY**

**THE UNITED ILLUMINATING COMPANY**



# News Forum

**This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.**

♦ THE MAC staff was host to 12 visiting teachers from the University of Connecticut Workshop on Economic Education, Thursday, August 12. As in previous Workshops that have been held each summer for some eight years at the University of Connecticut, one day is set aside for field trips where teachers may have a choice of visiting a farm, a bank, an insurance company, an industry, an employers association and labor union office.

Starting at 10:00 A.M., the visiting teachers, under the leadership of Herbert G. Tag, associate professor of Education, University of Connecticut, were first given a broad outline of the Association's background and services. The pertinent highlights of each department were then outlined by staff members heading those departments. Following a brief question and answer period after each talk, and a final discussion period, all teachers were given a kit containing the Association's principle publications. They were also entertained at luncheon following their visit.

Teachers who visited the Association were: Hugh McLaughlin, Poquonnock Bridge School, Groton, Grade 6; Thomas Mulconry, Pleasant Valley School, Groton, Deputy Principal and Grade 6; Robert J. Barry, Darien High School, Social Studies; Leslie J. Anderson, The Gilbert School, Winsted, Chemistry; Carl Harrison, E. C. Good-

win, Technical School, New Britain, Social Sciences; George W. Johnson, Windham High School, Shorthand and Business Practice; Clarence R. Calder, Jr., State Teachers College, Fitchburg, Mass., Industrial Arts and Woodwork-

ing; John D. Tiernan, Horace Day School, New Haven, Social Studies and English; Blanche Dorsi, Edgar Stiles School, West Haven, Grade 5; Carmen Sagnella, Hamden Jr. High School, Social Studies and English; Lillian Mayer, W. S. Johnson School, Bridgeport, Grade 5.

♦ PREVIOUSLY furnished only with flange mounting, U. S. Carlin Models 150F and 150SF-2 are now being offered with pedestal mounting as well. The "150" line, a development of The Carlin Company, Wethersfield, is said to be engineered particularly for effec-



Members of the field trip group of the Economic Education Workshop who visited MAC headquarters, left to right, front row, Thomas R. Mulconry, Lillian Mayer, Blanche Dorsi, Carmella V. Sagnella; back row, Carl C. Harrison, John D. Tiernan, Robert J. Barry, George W. Johnson, Hugh F. McLaughlin, Jr., Leslie J. Anderson, Clarence R. Calder, Jr., Dr. Herbert G. Tag, associate professor, School of Education, University of Connecticut, accompanied the group, but is not included in this photograph.

## ANDERSON-NICHOLS *Company*

150 CAUSEWAY STREET, BOSTON 14, MASSACHUSETTS

ARCHITECTURAL • MECHANICAL • INDUSTRIAL • PROCESS • MANAGEMENT  
MATERIALS HANDLING

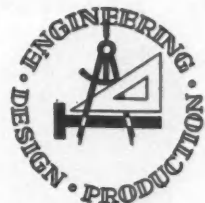
*A Coordinated Technical Service to Management*

ERNEST W. NEWMAN

J. DOANE ANDERSON, JR.

11 Asylum St., Hartford, Connecticut

Telephone CHapel 7-2474



## REDUCE YOUR COST

of handling mail

between departments

with

**CURTIS INTER-DEPARTMENT**

Envelopes

\*\*\*

- **Speeds up inter-office mail**
- **Files stay intact**
- **Correspondence carried flat**

Write for Samples

**CURTIS 1000 INC.**

150 Vanderbilt Avenue  
West Hartford 10, Conn.

## Polyethylene

### Film MAKES IDEAL MACHINERY COVERS

for shipping & storage. As distributors for Koppers Company we maintain a large warehouse stock in 100 ft. rolls, widths 3 ft. to 40 ft.

COST:

.004 thickness 1.8 cents per sq. ft.

**COPELAND COMPANY INC.**

381 STATE STREET  
NORTH HAVEN, CONNECTICUT  
CH 8-4479

## PAPER BOXES

FOLDING • BRIGHTWOOD

and

SET UP

**H. J. MILLS, INC.**  
ESTABLISHED 1887  
BRISTOL • CONNECTICUT

ient firing in small boilers and furnaces.

The new pedestal mount has two burner leveling screws in the base and the burner itself may be adjusted over a 3" range from 8" to 11".

♦ **BRUCE L. MINS**, formerly chief engineer of The Barden Corporation, Danbury, has been elected vice president—engineering, it has been announced by J. Robert Tomlinson, president.

Mr. Mins has been with Barden since 1943 except for two years service with the Navy from 1944 to 1946. In 1950 he became experimental engineer and in 1952 was named as manager of the Barden research and development laboratory. He was appointed assistant chief engineer in 1955 and in 1956 became chief engineer.

Mr. Mins, a mechanical engineer, is a member of the American Ordnance Association and secretary of its subcommittee on Torque and Vibration, Instrument Precision Ball Bearing Committee.

♦ **ERNEST R. SPENCER, SR.** of East Hampton, one of the founders of the Connecticut Foundry Co., Rocky Hill, died recently at his home after a short illness.

Mr. Spencer was president of the company from 1944 to 1950, at which time he retired. He is survived by his wife and a son.

♦ **A NEW PRODUCT**, designed to cool off overheated gasoline engines, has been introduced by the Chemical Division of the Supersite Corporation, Derby. Kool-It, a liquid heat transfer chemical concentrate, has the property of speeding up and increasing the ability of water to dissipate heat. According to the manufacturer, even bumper-to-bumper driving in hot weather will not cause motors to boil over when Kool-It has been used in radiators.

Summer cooling is provided by permitting faster circulation of water, taking heat away from the engine. One quart takes care of the average car's entire cooling system.

By-product benefits include the prevention of engine and transmission oil breakdown caused by continuous overheating, say Supersite chemists. Water jacket rust and corrosion are prevented by Kool-It which mixes easily with all types of anti-freeze.

♦ **IN ANSWER** to new engine development, a new ultra high temperature nut series has been announced by Boots Aircraft Nut Corporation, Norwalk.

## MERCER & DUNBAR

**Armored Car Service**

**PROTECTING VALUABLES**

**AND LIVES**

**IN**

**CONNECTICUT**

**Since 1923**

**Hartford**

**Waterbury**

## ANDERSON ASSOCIATES

*Safety Consultants  
Industrial Plants  
Truck Fleets • Railroads*

**Complete Surveys  
or  
Contract Basis**

**P. O. BOX 6054  
HAMDEN 17, CONN.**

**In New York  
MUrray Hill 8-3540**



**Specializing in**

• **FINANCING RECEIVABLE ACCOUNTS ON A "NON NOTIFICATION" BASIS, FOR MANUFACTURERS.**

• **Commercial financing, second mortgage loans on industrial property and large apartment houses.**

• **Rapid service with no unnecessary delay. Extra large funds available for quick use.**

*A representative will be  
glad to call on request.*

**FACTORY FINANCE CO.**

**721 Main Street Hartford JA. 2-4125**

Nuts in the new series include the "12 Point Star Lok," fabricated in hi-beam configurations for standard and .003" reduced P.D. bolts. "Star Lok" has the popular spread-load, hanging thread feature for greater high temperature fatigue resistance. The Boots "Hexagon Jet Lok" utilizes the long-proven slotted beam principle in hi-beam configurations for standard and .003" reduced bolts.

The newest Boots product is the "Life Lok" with revolutionary new stress-relieved locking feature. "Life Lok" is said to be designed to achieve the ultimate in light weight, low silhouette configuration for fixed and floating anchor nuts and gang channel applications.

♦ **THE UNIQUE CONSTRUCTION** of a modern Finishing Building now nearing completion as part of the \$5,700,000 Stamford plant and office expansion of Pitney-Bowes, Inc., makes the building storm and flood proof.

The construction is unique because of its below-water levels, necessitating unusual waterproofing practices. The basement is ten feet below ground water level, and the entire area is susceptible to water damage from high tides and storms or hurricanes or combinations of high tides and heavy winds off Long Island Sound.

With these basic obstacles, the Pitney-Bowes Finishing Building is rising as a symbol of modern engineering ingenuity and the latest waterproofing techniques as practiced by Brisk Waterproofing Company of New York.

The Finishing building, which will house facilities for painting, plating, polishing, heat-treating and powdered metal work, has an 8-foot flood wall above the first floor. Cement waterproofing was done on all the basement work. Drains in the basement floors lead to equipment which purifies all industrial wastes before they are discharged from the plant.

The entire Finishing building "floats" on 4-foot concrete floating mats, 4 feet thick, reinforced with 2½-inch steel. To prepare the site, well-points were sunk all round. A pumping system sucked out the water, then the concrete slab was poured. The walls above grade are of face-brick backed by cinder blocks and are also waterproofed.

♦ **A NEW LEAD TESTER**, combining the ability to check the lead of straight or tapered threads; internal or external threads; and taper of threads or cylinders, has been announced by Pratt & Whitney Company, Inc., West Hartford. It is known

as the Model A Electro-Mechanical Universal Lead Tester.

Designed for use in inspection rooms and gage laboratories, this high-precision gaging machine can check internal threads ranging from 1¼ to 16 inches diameter, and external threads ranging from 0 to 16 inches, on work as heavy as 500 pounds.

It was designed to meet the demand for checking the lead and taper of API gages, which were often too large or too heavy for the conventional methods of checking work between centers or mounted on V blocks. Because of its universal features and extra capacity, the Model A Lead Tester is said to be ideal for checking all types of lead on thread gages and precision products.

♦ **AMERICAN COMPANIES** have materially expanded their contributions over the years and have come to regard donations as one of the costs of doing business, the National Industrial Conference Board reported in its latest study in company giving which took several years to complete.

In its study NICB found that industry has sharply increased its aid to education in the past decade. Co-operating companies indicate they are deeply concerned about the plight of higher education and are convinced that they have a stake in the successful solution of the financial problems now confronting colleges and universities.

Of the 180 companies cooperating in the study, 163 furnished information on their earnings, which revealed



## QUIZ...

Are you a member of CMS on the Preferred Contract?

*yes*

Does CMS offer you the opportunity to keep your surgical-medical coverage if you change jobs?

*yes*

When a member retires and needs this type of coverage more than ever, does CMS offer him an opportunity to continue?

*yes*

Does CMS allow you to continue your contract, regardless of how frequently you may have had to use your benefits?

*yes*

Does CMS offer the wife and children an opportunity to continue CMS coverage in the event of a member's death?

*yes*

How many CMS Preferred Contract members enjoy these advantages?

*Every one—  
over 1,000,000 of them!*



CONNECTICUT MEDICAL SERVICE, INC.

# Carrier

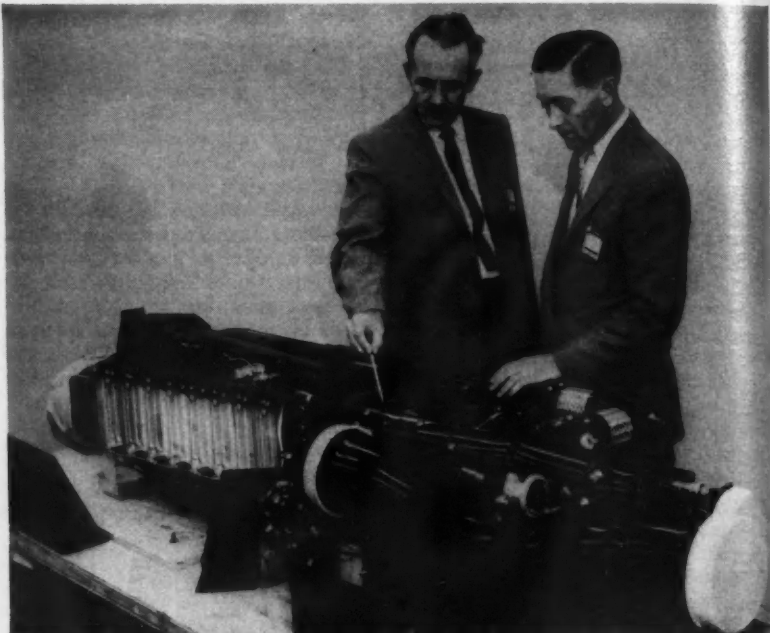
## First Name in AIR CONDITIONING

THE GEORGE ELLIS COMPANY is devoted to the highly specialized field of INDUSTRIAL AIR CONDITIONING and REFRIGERATION. Whether your job is large or small, you will find our staff ready to solve your particular problem and give prompt personal service at all times.

*The*  
**GEORGE  
ELLIS**  
*Company*

50 Fitch Street, New Haven  
FULTON 9-9541

3000 Main Street, Hartford  
JACKSON 2-2176



First Hamilton Standard vapor cycle refrigeration package for the Boeing 707 is inspected prior to shipment by Robert Smith, HS engineering coordinator (left) and Paul Bronson, Boeing quality control. This is one of two units of 10 ton capacity which will be on each of TWA's 707 fleet to provide air conditioned comfort for the passengers and crew of this latest jet transport.

that their 1955 contributions averaged 0.7 per cent of net income before taxes. The 180 companies gave \$38.3 million in 1955. This was spread over a wide variety of agencies. Of every donation dollar, 40.1 cents went to social welfare, 31.3 cents to educational institutions, 10.6 cents to medicine and health, 3.2 cents to civic and cultural causes, 2.1 cents to groups devoted to "The American Way," 0.5 cents to religious causes, and 0.3 cents to international gifts. A miscellaneous category accounted for 4.6 cents, while unidentified funds made up the balance of 7.3 cents.

♦ LUX CLOCK MANUFACTURING CO., INC., Waterbury, has issued Bulletin No. 164 on the 5810-6010 series Range Timers. The 5810, a combination fully automatic range timer and 1-hour electric minute

minder, and the 6010, a combination electric clock and 4-hour minute minder, are field proven for dependability, accuracy and simplicity of use.

Specifications are given including optional features; a diagram of panel opening details is also shown. Copies are available from the company.

♦ ALMOST a million portable typewriters will be purchased in the United States this year, according to Frank E. Beane, president of Underwood Corporation. The statement was made as the company introduced its colorful new line of competitively priced portables.

The company's fifth new product introduction in the past seven months, the Underwood 1959 Golden-Touch portable typewriters feature sleek chassis styling and a dozen performance features which the company is

## New Products . . . *plus*

Manufacturers seeking increased sales and strengthened earnings are invited to discuss their diversification, marketing and financial problems with us.

## Wirth Management Company

"Supplementing Competent Management"

FAIRFIELD COUNTY TRUST COMPANY BUILDING  
633 West Ave., Norwalk, Conn. TEmple 8-2347



confident will lure the nation's huge teen-age market, long considered the prime outlet for portable machines.

♦ AN ELECTRONIC DEVICE that enables a man on the ground to lead a flying helicopter around on a 50-foot leash has been developed by Sikorsky Aircraft Division of United Aircraft Corporation.

The equipment, which takes over complete control of the ship from the pilot, is known as a tether. The helicopter responds to tension and motion on a cable (or tether) hanging down from the side of the cabin. When the ground operator holding the line walks left or right, forward or backward, the helicopter follows along obediently. If he pulls down on the tether, the ship descends to a gentle landing.

Many military and civilian uses are anticipated for the tether. The U. S. Army Aviation Board at Fort Rucker has completed an evaluation of the device on the Army H-34 helicopter. The U. S. Marines plan to conduct an evaluation of the tether on their HUS.

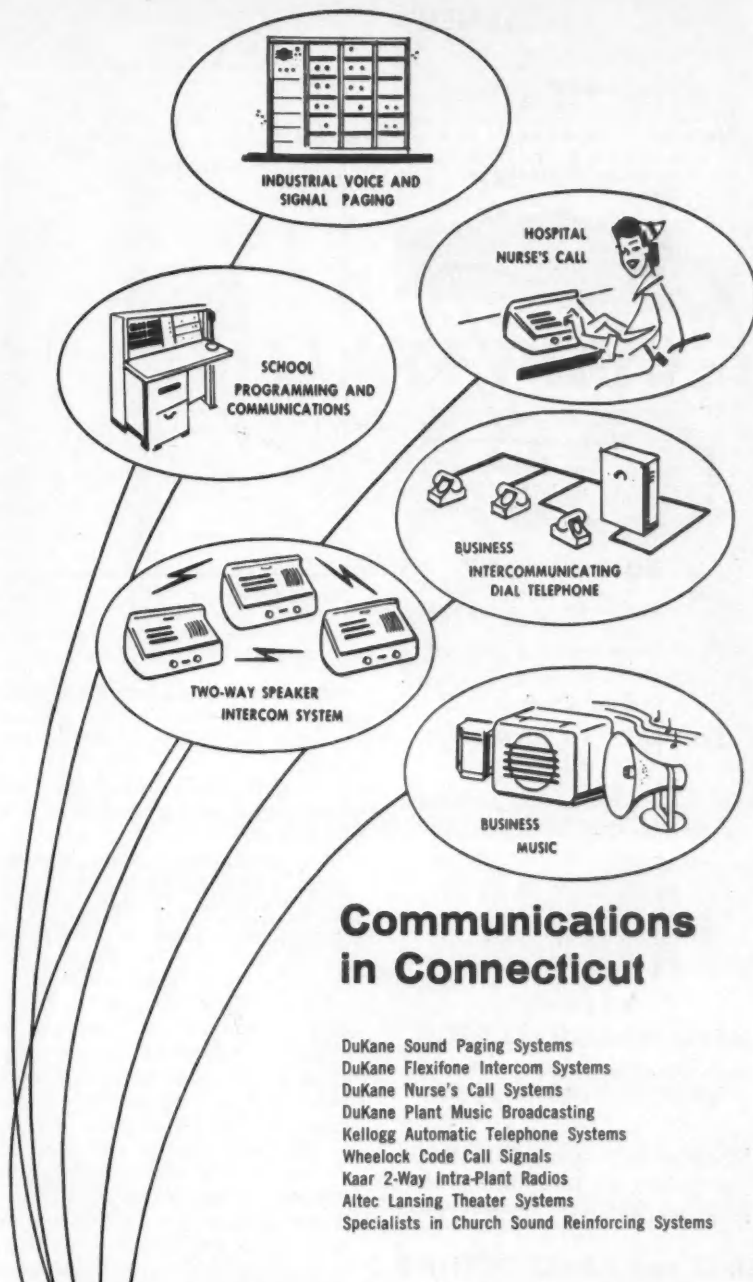
Inasmuch as the pilots' visibility of the loading point of a helicopter is somewhat restricted, the tether is expected to be an invaluable aid in hooking up loads to be carried externally in the ship's cargo sling. The device will also facilitate construction operations such as placing utility poles in pre-dug holes, lowering the huge sections of high tension towers into exact position, laying temporary bridges, loading and unloading trucks, and numerous other flying crane projects.

♦ NOW AVAILABLE from Electric Regulator Corporation, Norwalk, is a new catalog sheet on its Series 2.050 Regohm-controlled precision power supplies. As described in the sheet, these new power supplies plus or minus 0.1% regulation and power ranges up to 500 watts.

In addition to complete specifications, the Series 2.050 catalog sheet also provides a schematic diagram, typical performance curves, and ordering information. Copies are available from the company.

♦ EMBARKING on a program to overcome the effects of the current recession on its business, Associated Spring Corporation, Bristol, has developed a "Springback Formula." This device is intended to be a reminder to all employees of the principles of good management that lead to successful operation.

In describing the program to the operating divisions, located in metal-working centers throughout the United States and Canada, Carlyle F. Barnes, president, affirmed the belief of the



## Communications in Connecticut

DuKane Sound Paging Systems  
DuKane Flexifone Intercom Systems  
DuKane Nurse's Call Systems  
DuKane Plant Music Broadcasting  
Kellogg Automatic Telephone Systems  
Wheelock Code Call Signals  
Kaar 2-Way Intra-Plant Radios  
Altec Lansing Theater Systems  
Specialists in Church Sound Reinforcing Systems

# TEL-RAD

INCORPORATED

Since 1946



Sales, service and installation throughout Conn., Western Massachusetts and Eastern N. Y.

TEL-RAD INCORPORATED, 592 New Park Ave., Hartford 10, Conn., Phone AD 6-2388

Please send information on \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

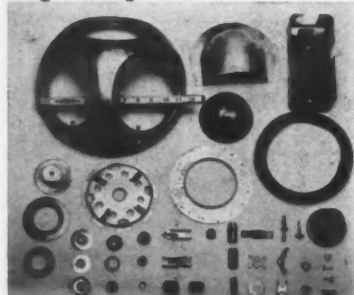
ITR57RR

Let **DooVAL** Save  
money for you on  
**METAL STAMPINGS**

Our Years Of Experience In Engineering & Tooling Assure You Better Stampings And Faster Deliveries At Lower Unit Costs.



Let Us Work With You On Your Next Stamping Problem. Send Print Or Sample For Quotation.



Ask For Brochure

**THE DOOVAL MFG., INC.**  
40 ELM STREET  
NAUGATUCK, CONN.



offers

**HARD-TO-FIND FACILITIES  
to neighbors in  
NEW ENGLAND AREA**

**FLANGING and DISHING**  
of HEADS up to 1 inch thick  
in Steel, Stainless, Inconel, etc.

**EDGE and ANGLE ROLLING**

**350-TON PRESS BRAKE**

Our people are experts in handling those *real tough jobs*, and we have limited excess capacity to offer which may be just what you are looking for. *Continuity assured* on assignments we accept. Write or call Forest 7-8611. Ask for Mr. Burns.

**ROLOCK, INCORPORATED**  
1324 KINGS HIGHWAY, FAIRFIELD, CONN.

ORL59

**JOB-ENGINEERED** for better work  
Easier Operation, Lower Cost



Associated  
Spring  
Corporation

## Springback Formula

$$A_T (\Sigma C_E + C_R + G_{TAV} + \Sigma F + J + U + C'' + \Sigma I_E + F_T) \rightarrow S_O$$

$A_T$  = ACTION TODAY!

triggers

$\Sigma$  THE SUM OF

$C_E$  = CUSTOMER  
SATISFACTION  
ENTHUSIASM

Better Delivery  
Performance  
Better Service—Plus

$C_R$  = COST REDUCTION  
Every Dollar Counts  
Continuous Effort

$G_{TAV}$  = GEAR TO  
ATTAINED VOLUME  
Today's Methods and  
Procedures determine  
Tomorrow's Performance

plus

$\Sigma$  THE SUM OF

$F$  = FACTS

Get the full picture  
Assumption—Opinion—  
Rumors

$J$  = JUDGMENT

Keen and Accurate

$U$  = UNDERSTANDING

Complete  
Programs } Why?  
People }

$C''$  = COMMUNICATION

Clear  
Get across  
Explain  
Repeat?

plus

$\Sigma$  THE SUM OF

$I_E$  = INDIVIDUAL  
EFFORT

$F_T$  = FOLLOW  
THROUGH

which yields

$S_O$  = SUCCESSFUL  
OPERATION

Management principles to help overcome the effects of the current business recession are expressed in mathematical terms in the Springback Formula developed by Associated Spring Corporation, Bristol. Copies are being put in the hands of key employees in all operating divisions of the corporation.

corporation's management in the bright long-term prospects of the economy, and the sound condition of the company.

"Our Springback Formula starts with the recognition that a customer is all important to us," Mr. Barnes said. "Without him we can do nothing. We must work constantly at keeping costs down in order to be competitive. We must gear our operations to the volume we can get today—not what we hope it will be in six months or a year. In making decisions we must be sure to deal only with facts. Our judgment must be keen and accurate. We must develop complete understanding of what we are doing and of our programs. We must be sure that all of our people understand our aims and what we do. Communication—clear and definite—is another important element in the program. The implementing of all this takes a lot of effort on the part of every individual, and that effort requires follow-through. Finally, the key to success of the program is continued action."

♦ **KARL H. EPPL** has been appointed director of engineering and Edward W. McLaren has been named director of manufacturing for the Heli-Coil Corporation, Danbury, manufacturer of Heli-Coil wire thread inserts and thread repair kits.

Mr. Eppl, a graduate of Massachusetts Institute of Technology, started with the company in 1953. He then served as an officer of the United States Air Force, assigned to Wright Field, Ohio, as research engineer, and return-

ed to Heli-Coil in 1956 as a development engineer. Prior to his present appointment, Mr. Eppl served as design manager and was responsible for developments on variations of the basic Heli-Coil screw thread insert.

Mr. McLaren is a graduate of Rensselaer Polytechnic Institute and Rutgers University and holds degrees in both mechanical and electrical engineering. During World War II he served as an officer in the Army Signal Corps. Since joining the company in 1952, Mr. McLaren has served as project engineer, engineering laboratory manager, and plant engineer.

♦ **A NEW PUBLICATION** by the Chamber of Commerce of the United States entitled "Sources of State Information—State Industrial Directories," lists the names and addresses of private and public agencies which furnish information about their States.

Under each state is listed also industrial directories and directories of manufacturers published by state agencies or private organizations. Sources of regional directories covering the Central Atlantic, North Atlantic and Southern States and New England are also listed.

Copies of the publication are available at 35¢ each for single copies, 25¢ each for two to 10 copies and 15¢ for 11 or more copies from the Chamber of Commerce of the United States, 1615 H. Street, N. W., Washington 6, D. C.

♦ **AS PART** of a broad expansion program, Pratt, Read and Company,

Inc., Ivoryton, 160-year-old manufacturer of piano keys and actions has announced that a portion of its production would be moved to a new plant in South Carolina before the end of the year.

The company's headquarters and keyboard division will remain in Ivoryton. According to Peter H. Comstock, president, the transfer of the piano action segment would affect 190 employees, but that new jobs would be found for many of them. He said a major new sales and advertising program will start with the move, designed to increase business and employment of the keyboard plant.

Employment has already been stepped up in the keyboard division, with preference in rehiring being given to those displaced by the action division transfer.

♦ **THE OFFICIAL** opening of a new addition to the Cookshire plant of Wallace Silversmiths (Canada) Ltd. took place recently. Products of the General Plastics Ltd., Division of the company are now manufactured there.

On the occasion of the opening, local government, civic and industry representatives were present to assist in the dedication of the 25,000 square foot addition to the existing plant where silverware has been manufactured for many years. The new plastics division became a wholly owned subsidiary of Wallace Silversmiths (Canada) Ltd. in August, 1957.

♦ **UNDERWOOD CORPORATION** has announced changes in its manufacturing plans which include the closing of its Bridgeport plant.

The company stated that changes being made are in keeping with its over-all modernization program. The Bridgeport plant has had excess capacity for the products being made in that city, which resulted in excessive costs. Through integration and consolidation of certain operations in other established plants, substantial improvement in operating cost is expected. Approximately 500 employees are affected in the Bridgeport closing.

The company has other factories in Hartford and New Hartford, Conn., as well as in Burlington, N. J. and in foreign countries. In July Underwood announced the acquisition of Canoga Corporation, Van Nuys, California, which gives the company new facilities in southern California and in Florida.

♦ **HOWARD S. THRASHER** has joined the Rolling Mill Division of The Miller Company, Meriden. He was formerly general sales manager of The Seymour Manufacturing Company and of the Phosphor Bronze Corporation.

Providing the vital link between today's planning and tomorrow's profits.

**QUANTUM**  
**INCORPORATED**  
Wallingford, Conn.  
Telephone COlony 9-7765

*Specialists in research and development of new materials, products, and processes.*



*a continent-wide  
investigative network  
fitted to your specifications*

In Connecticut—or anywhere—better selection of personnel is a prime responsibility of modern management. If you are interested in a low cost method of hiring the best—and avoiding the rest—contact

**RETAIL CREDIT COMPANY**

616-624 Capital Building  
410 Asylum Street  
Hartford 3, Connecticut

JACKSON 2-6291

**ALASKA**  
**FLORIDA**

SHIP ANYWHERE with more protection for your investment and more profit—Wittstein designs for product safety, economy and eye appeal. **CALL**

**JACK WITTSTEIN**  
BOX 1348 • 56 CHURCH ST.  
NEW HAVEN 5, CONN.  
**Main 4-5121**

*Complete  
Creative  
Services*

INDUSTRIAL  
AND CONSUMER  
ADVERTISING  
MARKETING  
PUBLIC RELATIONS

**Julian Gross  
and Associates, Inc.**  
*Advertising*

TRADE PUBLICITY  
SALES PROMOTION  
DIRECT MAIL  
CAMPAIGNS  
SALES MANUALS  
CATALOGS  
PRODUCT  
LITERATURE

770 ASYLUM AVE.  
HARTFORD 5, CONN.  
TEL. CH 9-8491

## WHAT CONNECTICUT MAKES MAKES CONNECTICUT

**Manufacturers of  
DRY PRESS  
(STANDARD ITEMS)**

**FIRE BRICK  
SPECIAL SHAPES  
(MUD PRESS)**

**IN ANY SHAPE  
OR QUALITY DESIRED**

**THE HOWARD COMPANY**  
250 Boulevard, New Haven, Conn.  
SPruce 7-4447

Mr. Thrasher will contribute his many years' experience in the sale, development and use of Phosphor Bronze and Nickel Silver in the handling of special marketing situations for the sales department of the Meriden firm's Rolling Mill Division.

♦ **PATENTED Flexi-Pak Energy Cartridges**, in which pre-assembled stacks of belleville spring washers are held together by a flexible elastic covering, are now available from the Divisions of Associated Spring Corporation, Bristol. This new form of the patented energy cartridge is designed for applications where pins or rivets cannot be used to hold the washers together because the washer walls are too narrow, or where retaining rings or cores cannot be used because there is not sufficient vertical or radial clearance.

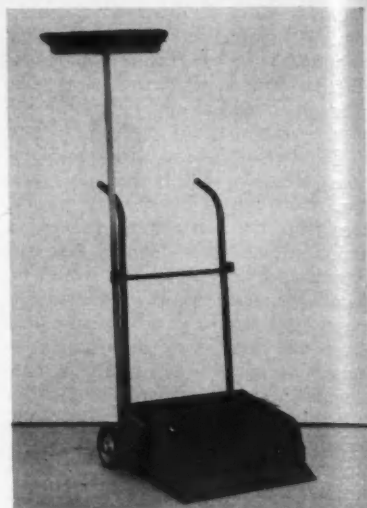
Two types of covering are being offered: a molded covering, which is cured around the washers while they are under a slight load, and a dipped or sprayed coating, which is applied to the stacks while they are held firmly together but relaxed.

♦ **THE IMPORTANCE** of furthering international trade relations in the machine and tool industries was emphasized by the appointment of John D. Dewhurst, president of Arrow Tool Company of Wethersfield, as a member of the U. S. Trade Mission to Yugoslavia and as official American representative at the industrial fairs at Belgrade and Zagreb. Mr. Dewhurst is a trustee of the National Tool & Die Manufacturers Association, and chairman of its apprenticeship committee.

Other members of the five-man trade mission sponsored by the U. S. Department of Commerce included: Fred Wittner, head of Fred Wittner Advertising, New York, advertising and public relations agency; Robert C. Gordon, advertising sales manager for Time magazine; Harold E. Allen and Walter C. Clyde, Jr. of the Bureau of Foreign Commerce in the Department of Commerce.

The businessmen participated in conferences and tours with government and industrial officials through Yugoslavia. The mission spent time at the 2nd International Fair of Technology and Technical Achievements in Belgrade and at the International Autumn Industrial Fair in Zagreb, where the United States had pavilions.

♦ **RECENTLY** developed and marketed by The G. E. Wheeler Company, New Haven, is a new mobile dust pan for industrial and commercial use. Featuring an oversize collector bin with a special floor-hugging lip, the mobile dust pan is said to completely



The unique lip of this mobile dust pan extends the full 21" bin width and literally hugs the floor when in use, permitting more sweepings to be captured with every pass of the broom.

eliminate slow and inefficient shovel-and-broom methods of sweeping larger floors. The collector bin measures 21" in width, 9" in height and 16" in depth to hold the extra sweepings that mean the absolute minimum of time-wasting "dumping" trips to main waste receptacles.

The collector bin, while constructed of rugged heavy gage sheet metal, is light in weight and mounted on a rubber-tired smooth-rolling wheel truck which provides ease of mobility, even when completely loaded.

♦ **A NEW 20-page Consumer Net Price Selector** covering the Capewell line of hand and power hack saws, hole saws, band saws, hammers and ground flat tool steel has been announced by The Capewell Manufacturing Co., Hartford.

Individual and quantity prices are clearly indicated along with catalog numbers, which are identified in the new catalog No. 58. Copies are available upon request from the company.

♦ **A NEW FILTER**, called the Aqua-Pure, designed for use on home water systems has been announced by The Cuno Engineering Corporation, Meriden, manufacturers of commercial and industrial filters for more than 30 years.

Exhaustively tested for the past two years in many known water problem areas, the Aqua-Pure is said to have proved effective in removing dirt, rust, sand, algae and other contaminants in suspension.

Of three-piece construction—head, housing, cartridge—the filter can be connected to any new or existing household water system and is applicable for



use with well or city water. Designed primarily for home water systems, it is also used on the water systems of hospitals and restaurants, and for cleaning process water in photography.

The company states that the filtering efficiency of the unit is in the unique construction of the disposable cellulose cartridge. As the water to be filtered passes through the cartridge, dirt and other particles penetrate to varying depths and thus do not choke the filter by accumulating on the surface.

♦ **AN ADDITION** to Kahn and Co.'s broad line of adsorption dryers and pneumatic system equipment is a filter for compressed air or gases. Seven models are available for flow rates of 100 to 2500 scfm.

The filters, which are installed between compressor and dryer, are said to effectively remove both oil vapor and entrainment. The filter is designed so that the entering gas releases its content of oil and water droplets and foreign particles by centrifugal force. The oil vapor is removed by passage of the gas through an adsorption bed of activated alumina.

The activated alumina is contained in a removable metal basket which enables it to be easily taken out for reactivation. Frequency of reactivation depends upon the amount of oil vapor in the compressed air or gas being filtered.

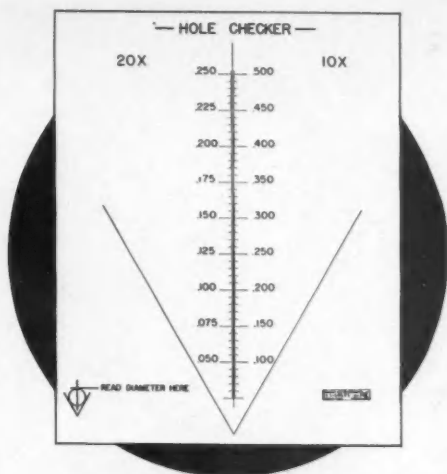
♦ **A NEW LINE** of motor compressors up to 15 HP units, for use with refrigerant 22 has been announced by The Brunner Company, subsidiary of Dunham-Bush, Inc., Hartford.

The units are suction gas cooled insuring greater durability and longer life to the vital motor windings. Bolted construction permits easy take-down for servicing, and simple, speedy removal of valve plates for inspection.

♦ **A LINE** of resins which meet the requirements of most casting, encapsulating and potting applications has been developed by the Adhesives Department of Raybestos-Manhattan, Inc., Bridgeport.

Four of the resins are epoxies or modified epoxies and are considered standard compounds: Ray-BOND R-86006, R-86007, R-86008 and R-86010. These can be varied and modified to provide a wide range of physical and electrical properties in the cured state and a wide latitude in handling properties before curing.

Basically the compounds are used to confine the flow of current in electrical and electronic circuits to a prescribed path and to protect and immobilize electrical and electronic parts.



With this unique HOLE CHECKER you can instantly read the exact diameter of a hole projected on a comparator screen. No fussing with a scale. The hole is positioned in the

vee lines, and the diameter read directly at top of hole, on the specially calibrated scale. Capacity and prices are given in the chart below.

Size of chart	Direct reading scale increments	Magnification	Hole range	Plastic	COST Plastic	Glass
8" x 10"	.002 .001	10 X 20 X	.050 to .500 .025 to .250	clear .010 thick \$20.00	frosted one side .022 thick \$24.00	ground one side \$28.00

This modest investment in the time and money saving HOLE CHECKER gives you a taste of our service. Phone or write today.

**Research and Development  
DESIGNERS, INC.**



48 HIGHLAND AVENUE  
P. O. Box 526  
Diamond 7-4058  
Middletown, Connecticut

## Your Elevators Are Production Machines!

When planning new production equipment, by all means include new elevators . . . designed in every way as modern and efficient as the machine tools and materials handling equipment you intend to buy.

Old elevators give out without notice. And even short elevator stoppages can cut deep into the very savings your new machines are expected to make. Only continuous production pays off these days!

Since 1895

Manfd. By  
**EASTERN  
ELEVATOR CO., Inc.**

**EASTERN**  
*Safety*  
**ELEVATORS**

Factory:  
**NEW HAVEN  
CONN.**

**PASSENGER • FREIGHT • ELECTRIC • OILDRAULIC®**

**Installation—Inspection—Repairs—Maintenance**

**MAT TURNER**  
SEZ .....



### DESIGNING HELP!

Contact us for design assistance.  
Well-designed containers pay off.

## CORRUGATED CONTAINERS

INCORPORATED

120 Huyshope Ave. Hartford Conn.  
Tel: CHapel 6-8546



**PHIL. A. BELANGER & ASSOCIATES, INC.**  
403 Fulton National Bank Building  
Lancaster, Pennsylvania, U. S. A.

**PERSONNEL & MANAGEMENT  
CONSULTANTS**  
Specializing in your  
most valuable assets.

—YOUR EMPLOYEES—

**ORGANIZATION PLANNING  
WAGE & SALARY  
ADMINISTRATION.  
JOB DESCRIPTION &  
EVALUATION.**

**MERIT RATING OF EMPLOYEES  
SIMPLIFIED BONUS SYSTEMS  
PERSONNEL SELECTION &  
PROCUREMENT.**

Reduce your recruiting expenses 50%  
or more.

We maintain a constant search  
for special talent and secure qual-  
ified executive and technical per-  
sonnel for our clients.



H. M. Richardson, treasurer of DeBell & Richardson, Inc., Hazardville, congratulates Helene Henry, left, and Bruce Prior, right, at the Futures Unlimited Banquet, Hartford, for receiving the first place National Award in plastics and the Eastern States Exposition Award.

♦ **DEBELL & RICHARDSON, INC.**, plastics consulting engineers of Hazardville, have been honored by Junior Achievement. In their first year of sponsorship in Junior Achievement, DeBell & Richardson's Junior Achievement company, "Novelties in Plastics," took most of the awards in the region. Junior Achievement of Enfield-Somers is a new affiliate, as of the past year, of Junior Achievement of Hartford, Inc., and is one of 40 Junior Achievement companies in the Eastern Connecticut region.

Competing in the National Junior Achievement Industry Award competition, "Novelties in Plastics" placed first in the entire United States in the Plastics Section. This first place honor is one of eleven given nationally with over 4,000 companies competing.

"Novelties in Plastics" manufactured embedded key tags using a licensed process. The company's president, Bruce Prior, was recipient of a Horace Moses Junior Achievement Scholarship to Massachusetts Institute of Technology, as well as a local scholarship presented by the Achievers' Association of Enfield-Somers. Helene Henry, the company's vice president, was recipient of a \$900 full year tuition scholarship to Boston University.

♦ **THE SALE** of Waterbury Farrel Foundry & Machine Co., of Waterbury, to Textron, Inc., recently, has given rise to a misunderstanding that the concern involved is Farrel-Birmingham Co., Inc., of Ansonia. Franklin Farrel, 3d, president of Farrel-Birmingham, has stated that there is no corporation relationship between the

two companies, nor has there been since 1880.

Farrel-Birmingham is an independent manufacturer of heavy machinery and will continue to serve the many industries that it has in the past.

♦ **AN IRON-ZINC** phosphate process for rust proofing steel, zinc base diecastings, zinc and cadmium plate is fully described in Technical Data Sheet No. 27, a four-page usage and instruction sheet prepared by MacDermid Incorporated, Waterbury.

Called Phosphotex, the process promotes the adhesion and durability of paint finishes, provides a mechanical bond for paint, protection against rust around dents, nicks and accidental scratches. Phosphotex treatment is designed to convert a steel surface into a non-metallic phosphate coating of extremely fine grain size. Products processed in Phosphotex may be painted or finished with oil, wax or other type finishes.

♦ **THE CLY-DEL MANUFACTURING COMPANY**, Waterbury, manufacturer of eyelets, drawn shells, and metal stampings, has published a new two-color 12-page brochure. It gives a complete, factual insight into the methods, engineering, quality control standards, and production facilities of the company.

The company, which moved into its new, modern 60,000 square foot building recently, produces on contract component parts for guided missiles, aircraft, research, transportation, marine, timing, air-conditioning, refrigeration, electronic, electrical and general manufacturing concerns.

# How 4 Frasse tubes



## PUT "LEO" TO SLEEP

This newly developed "Cap-Chur" gun fires a dart-like, self injecting syringe with precise accuracy...has an effective range of 50 yards. The syringe travels at 1200 feet per minute—injects its immobilizing solution 5 seconds after firing...puts an animal to sleep in approximately 90 seconds.

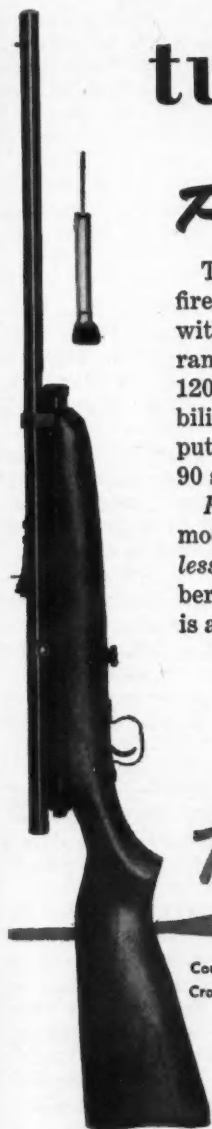
Four types of tubing are used in this modern "blow gun". The barrel is a *seamless steel tube*...the compression chamber is a *welded steel tube*...the syringe is an *aluminum tube*...and the needle is

a *stainless steel tube*. Yet, despite this mixed requirement, all four types are furnished by Frasse—with never a delivery delay or rejection since production began.

So, if you use tubing in your product — want trouble-free quality in a hurry... *it will pay to make Frasse your source for tubing.* Complete Frasse tubing stocks enable you to select the type and size best suited to your needs...and Frasse tubing specialists are always available to assist you with any problem involving a tubular product.

## FRASSE... for Tubing

Courtesy:  
Crosman Arms Co., Inc.



Seamless and Welded Mechanical Tubing  
Pressure and Hydraulic Tubes  
Centrifugally Spun Tubing  
Stainless Tubing, Seamless and Welded  
Stainless Pipe, Valves and Fittings  
Aluminum Tubing, Holobar, Pipe and Fittings  
PVC Plastic Pipe, Valves and Fittings



Peter A.



& Co., Inc.

NEW YORK 13, N. Y.  
17 Grand St.  
WALKER 5-2200

PHILADELPHIA 29, PA.  
3911 Wissahickon Ave.  
BALDWIN 9-9900

BUFFALO 7, N. Y.  
P. O. Box K, Sta. B  
BEDFORD 4700

SYRACUSE 1, N. Y.  
P. O. Box 1267  
HOWARD 3-8655

HARTFORD 1, CONN.  
P. O. Box 1949  
JACKSON 9-6861

LYNDHURST, N. J. • ROCHESTER, N. Y.

Photographs reproduced in the brochure give an insight into all departments of the company and depict a reasonable cross-section of current Cly-Del production. Copies are available from the company.

♦ THE INCLUSION of private primary schools and private secondary schools in its Educational Contribution Plan has been announced by the Warner Fund of The Warner Brothers Company, Bridgeport.

"We have been informed by the American Alumni Council that we are

the first industry in the United States to initiate a plan for aiding private primary schools," Arthur W. Warner, fund president, said, "and there are only two other companies contributing to secondary schools." The plan donates to qualifying educational facilities an amount equal to that given by active employees of the company and by members of the Board of Directors.

Mr. Warner stated that the Warner Fund, believing that American business has a stake in the maintenance, support and improvement of private educational facilities, started matching

employee contributions to colleges in 1956. "To the best of our knowledge, this was the first time a relatively small company has established such a forward-looking program," he said. Eighteen colleges have received contributions since the plan's inception, with 40 per cent going to New England Institutions.

♦ EIGHT PROMOTIONS in its sales staff have been announced by Plax Corporation, Bloomfield, producer of blow-molded plastic containers and oriented polystyrene film and sheet.

William R. Bolton has been named general sales manager, containers, and A. K. Thorn, general sales manager, film and sheet.

E. S. March replaces Mr. Thorn as district sales manager, Chicago, and will be assisted by Ludwell E. Gains, Jr. Gilbert B. Luce succeeds Mr. Bolton as district sales manager, New York, with John J. Barile named assistant district manager.

Heading two newly-established district offices are Russell E. Ames, Philadelphia, and John W. McLaughlin, Cincinnati.

♦ A TWELVE-PAGE, color illustrated brochure entitled "How to Increase the Prestige of Your Mail," has been published by Pitney-Bowes, Inc., the postage meter and business machines maker.

The booklet points to the postage factor as an important but often overlooked influence in building business prestige through the mail, in ordinary correspondence as well as in advertising mail.

Exhibits of metered mail, case studies, and a table of relative effectiveness of the "pulling power" of various forms of postage are shown, together with data showing that postage meters have been made practical for the small office with light daily mail as well as the larger companies. A chart shows that one out of every three users of the company's small desk-model meter, for example, spends an average of as little as a dollar a day for postage.

♦ THE CAPEWELL MANUFACTURING CO., Hartford, has announced the opening of new and expanded office and warehouse facilities at 3050 North Cicero Avenue, Chicago. Complete stocks of Capewell products including hand hack saws, power hack saws, hole saws, band saws, hammers and ground flat steel will be available.

The operation of the new facilities will be under the supervision of Bruce S. Williams, who assumes the post of district manager in the Chicago-Detroit territory. Mr. Williams has been a sales

## If It's Fafnir Produced —

### It's Precision Perfect



Whether these bearings are used on giant earthmoving machines or on delicate guidance systems for missiles, they must meet the most exacting technical specifications.

Cleanliness is essential... dirt is the nemesis of precision bearings. A tiny particle of dust or contaminant in a bearing can cause malfunctioning and lead to an early breakdown. Extreme care is taken in the manufacturing and packaging of Fafnir precision ball bearings to guard against dirt or contaminants in the finished products.

Robertson is proud that Fafnir has chosen us to supply folding cartons to help protect the cleanliness of the product on the trip from the Fafnir plant to the ultimate user.

**ROBERTSON · PAPER · BOX**

COMPANY INCORPORATED

MONTVILLE · CONNECTICUT

NEW YORK · 420 LEXINGTON AVE.

BOSTON · 410 BOYLSTON STREET



engineer since 1956. Prior to joining Capewell he was vice president of the Russell Mfg. Co. in Middletown.

♦ JOSEPH J. BARRETT has been promoted to superintendent of hot mills by Carpenter Steel of New England, Inc., Bridgeport.

Mr. Barrett joined The Carpenter Steel Co. at its office and main plant in Reading, Pa., in 1950 shortly after graduation from Lehigh University. He became general foreman in the hot mills in 1951 and general foreman of the company's largest hot rolling mill in 1954. Since December 1957 he has been assistant superintendent of hot rolling at the Bridgeport plant.

♦ VINCENT F. SCHNEBLE, vice president of the Globe Instrument Co. of Southbridge, Mass., and former works manager of The Underwood Corp., Hartford, died recently at Hartford Hospital.

Born in Dayton, Ohio, Mr. Schneble came to Hartford in 1935 as a production manager of the Underwood Accounting Machines and was later made production manager of the entire factory. In 1950 he was promoted to works manager and was made a consultant to the manufacturing department in 1956.

During World War II he was largely responsible for the efficient production of the carbines and small arms components which the Underwood Corporation made.

A resident of North Coventry, Mr. Schneble was active in civic affairs, once serving on the Town of Coventry Board of Finance.

He is survived by his wife, two sons, a foster son, three grandchildren and a great-grandson.

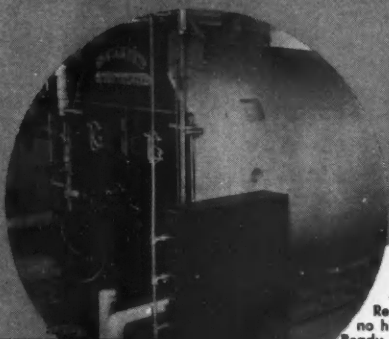
♦ STAINLESS STEEL condenser tubes fabricated by welding from types 316 and 304 stainless steel strip are now available from Chase Brass & Copper Co. These tubes are produced to Specifications ASTM A-249 or ASTM A-269.

Stainless steel has higher temperature and corrosion resistance and resists steam impingement to a far greater degree than conventional condenser tube alloys. Types 304 and 316 both have excellent life in high acid waters and contaminated harbor waters. Type 316 is preferred with high chloride concentrations.

Additional information concerning Chase welded stainless steel condenser tubes for specific applications can be obtained from J. J. Vreeland, special consultant, Heat Exchanger and Condenser Tubes, Chase Brass & Copper Co., Waterbury 20.

self-contained steam production to fit your need

# BIGELOW BOILER-BURNER UNITS



BIGELOW Boiler-Burner Unit Installed in a New England utility plant

## PRE-ENGINEERED

—Mounted on steel frame—  
Requires no special foundation,  
no high stack, no induced draft fan.  
Ready to operate as soon as connections  
are made.

## 80% EFFICIENCY

## RESERVE CAPACITY

—Maximum Continuous Output Rating 50% greater  
than nominal S.B.I. rating.

## EASY ACCESSIBILITY

... for cleaning and inspection

COMPLETELY AUTOMATIC—  
OIL, GAS OR COMBINATION  
GAS AND OIL FIRING.



Write for new  
free catalog

## THE BIGELOW COMPANY

New Haven 3, Conn.  
Established 1833

91-16

KNOWN BY REPUTATION THROUGHOUT NEW ENGLAND FOR MORE THAN A CENTURY



One Section of Atmosphere Furnaces

## ...here's "Treatment" you can trust!

Yes, you can trust CMT to meet all your commercial heat treating needs. That's because the CMT Team—men and modern machinery—produce dependable precision work faster at less cost.

Latest and finest furnaces and instrumentation assure accurate temperature and quality control on the widest variety of metal parts. All material rigidly inspected before shipment.

• To make this trusted team a "division" of your own organization,  
call or write today to:



## Commercial Metal Treating, Inc.

98 Island Brook Avenue  
Bridgeport, Conn.

phone FOrest 8-2545

# HARTFORD

## Special

...the best buy in the long run

**AUTOMATIC DRILLING & TAPPING  
MACHINES**

**AUTOMATIC THREAD ROLLERS  
"SUPER-SPACERS"**

**AIR HYDRAULIC DRILL UNITS**

**GENERAL CONTRACT MACHINE WORK**

THE HARTFORD SPECIAL MACHINERY CO.  
HARTFORD 12, CONNECTICUT

## STEEL CASTINGS

From one lb. to  
2500 lbs. each

Try us for fast  
delivery when your  
needs are urgent.

THE  
NUTMEG CRUCIBLE STEEL  
COMPANY  
BRANFORD CONNECTICUT



### RESEARCH & DEVELOPMENT

- Electronic Controls and Computers
- Electro-mechanical Systems
- Simulators for Test Purposes

### MANUFACTURING

- Precision Gages and Fixtures
- Parts and Components of Aircraft Quality

### ASSEMBLY

- Specializing in aircraft electronic and electro-mechanical assemblies and sub-assemblies

THE NEWTON COMPANY  
55 ELM STREET • MANCHESTER, CONN.

♦ A NEW 16mm motion picture viewer with motor-driven film advance mechanism has been announced by the Kalart Company, Plainville. It is primarily intended for use as a sales and training tool.

The major advantages of the viewer are said to be its compact design, picture quality and convenience of set-up and operation which permit its use in showing full-length 16mm silent motion pictures to small groups in situations where it is impractical or inconvenient to darken a room and handle a regular 16mm projector and screen. It is also adaptable for previewing any 16mm film in preparation for large audience showings.

The viewer has a three-position control which permits automatic film advance at 24-26 frames per second, single frame viewing without the need for hand adjustment to bring the frame into position, and manual operation. The Kalart motorized Editor-Viewer has a reel capacity of 400 feet and weighs just under 12 pounds complete in its carrying case.

♦ LUKE A. OWENS, an employee of New Departure Division, General Motors Corporation, Bristol, for the past 37 years, has recently retired from his position in the advertising section of New Departure's Sales Department.

As a New Departure employee, Mr. Owens has, besides fulfilling his position in advertising, handled other assignments including editorial work on the company's publication, The New Departure News, daily news broadcasts over a plant amplifying system during World War II and many appearances as master of ceremonies at banquets and other special events.

♦ THE DEVELOPMENT of a machine to face, separate, sort and cancel mail has been announced by The American Machine and Foundry Co., Greenwich.

The machine was declared successful recently, and Post Office Department representatives were present when it was given final tests. The first machine

has been sent to Washington, where it will be installed in a main post office.

The machine takes several men to operate it, and will save hundreds of man hours. As mail is taken from collection boxes, it will be dumped into a hopper. The machine then faces up the mail, separates letters from parcels and larger letters from regular-sized ones.

♦ PATRICK J. MORAN and William Dacey were appointed recently as plant manager and assistant plant manager of the New Milford Tube Mills, according to an announcement from Scovill Manufacturing Co.

Mr. Moran, who has been superintendent of the Tube Mill in Waterbury since 1945, joined Scovill in 1922. He has worked in various phases of brass and copper tube production.

Mr. Dacey, assistant superintendent of the Tube Mill since 1955, has been with Scovill since 1941.

♦ WALLACE SILVERSMITHS, INC. has acquired the assets of the Tuttle Silver Co., Inc. of North Attleboro, Mass., it has been disclosed.

The Massachusetts company has manufactured reproductions of family heirlooms for 70 years. Also included in the purchase is a subsidiary, the Smith and Smith Co., which produces a variety of entertainment items in silver, as well as sterling silver cigarette boxes.

Products of the Tuttle Silver Co. and its subsidiary will henceforth be manufactured in Wallingford, but will retain its name as the work of the Tuttle Division of Wallace Silver-smiths, Inc.

♦ JAMES BAILEY, developer of the plastic bottle, and consulting engineer for Plax Corporation, Bloomfield, is one of three American inventors who will receive Edward Longstreth Medals from the Franklin Institute, Philadelphia for their widely diversified achievements.

## PLUGMOLD®

*puts electricity where you want it!*

► Gives you enough outlets for all electrical needs. Looks like a baseboard, Plugmold is a grounded steel raceway for homes, stores and industry. It's clean and easy to install in new or old buildings. Write for folder on all types of Plugmold.



THE WIREMOLD® COMPANY • HARTFORD 10, CONN.

The medal citation, which will be awarded to Mr. Bailey on October 15, reads: "For the many advances in the art of processing plastics based on his personal technical contributions and his effective leadership in research and development, and particularly of the development under his direction of methods for the successful commercial manufacture of unbreakable plastic bottles."

The Longstreth Medal, founded in 1890 by Edward Longstreth, is awarded by the Institute, Philadelphia's 134 year-old scientific-educational organization, for inventions of high order and for particularly meritorious improvements and developments in machines and mechanical processes.

Mr. Bailey joined the staff of the Hartford Empire Company, now a division of Emhart Manufacturing Company, Hartford, in 1937. When he retired in 1953 he became a consultant to Plax.

#### Don't Take Traffic Costs For Granted

(Continued from page 16)

actually moving, tonnage building up, or prospective tonnage predicted on future shipments or shifting of sources of supply on major raw materials.

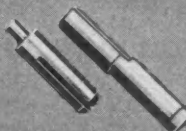
3. Weighing of special equipment, such as hopper cars or trucks or tank cars or trucks, after unloading, as a check on receiving procedures, and printed tare weights on the equipment.

4. Obtaining of free transportation of pallets or platforms when loaded, since palletization provides incentive for faster loading or unloading, giving carriers better turn-around efficiency on their equipment.

In conclusion, the writer feels strongly that traffic activities are such that any transportation economies effected are immediate transfers from cost to profit in the company's ledgers. In other words, a transportation saving of \$10,000 in a 5 per cent earning situation, is equivalent to \$200,000 in sales. Thus it behooves management to ask itself whether its transportation experts are assuming their proper dynamic, imaginative place in the company organization which, in its many varied departmental breakdowns, finds itself more and more in need of qualified advice along the traffic and transportation line. No more can the traffic manager remain content to bury his head in a tariff or timetable all day and "stay out of people's way." In properly performing his duties, he has, in an evolutionary way, come to be depended on for crucial managerial decisions in the fields of distribution, warehousing, packaging, materials handling and plant location.

Exclusively

## DAVENPORT HIGH SPEED SCREW MACHINES



The Davenport Five Spindle Automatic Screw Machine produces parts at high speed with uniform shape to close tolerances. No costly secondary operation necessary.

Parts from all metals 1/16" to 3/4" round; 1/16" to 5/8" hex. 1/16" to 1/2" square up to 150 parts a minute.

Minimum Order: 25,000 Steel or Alloy  
50,000 Non-Ferrous Metal

main

Write for brochure to:

**SCREW MACHINE PRODUCTS, inc.**  
60 LAFAYETTE ST. • WATERBURY, CONN.  
Phone PLAZA 4-0597

*Better Plates  
for  
Better Printing*

*Combined Services*

PHOTOENGRAVING, RUBBER PLATES  
COMPLETE ART SERVICE

116 OLIVE STREET, NEW HAVEN 11, CONN.  
TEL. MAIN 4-9837, 4-2166

**NEW HAVEN ELECTROTYPE DIVISION**

ELECTROTYPE PLANT

1175 STATE STREET, NEW HAVEN 11, CONN.  
TEL. MAIN 4-9837

ELECTROGRAPHIC CORPORATION



# How DSC AccuRolled\* STRIP Helps Stampers and Roll-Formers Step-up Production and Cut Unit Costs

when gauge, temper, finish are "of the essence"

**STEEL FAMILY "COUSINS," YES; "TWINS," NEVER** — CR Sheet Steel and Steel Strip are versatile products. Each possesses its own fine properties and best uses. But sheet steel that's slit into strip widths, no matter how narrow, is still sheet steel, *never* STRIP. The point is simply that STRIP isn't produced on slitters. Nor does *ex post facto* gauge checking, by X-ray devices or otherwise, convert sheet into strip, or for that matter, brush away any excessive gauge variations.

**FINDING THE BARN DOOR AJAR, HORSE GONE** — Unfortunately, warehouses can do nothing about out-of-gauge material, even when detected, except cull or reject it. After-gauging is much like using a Geiger counter to discover the barn door ajar after the horse is gone!



Electron Detector



Thickness Indicator-Controller

Pictured here are two components of the Industrial Nucleonics AccuRay® system which electronically controls the thickness of DSC AccuRolled\* STRIP as it is being rolled . . . comes right the first time . . . requires no *after-gauging* of any kind in or preparatory to slitting or fabricating.

\*AccuRolled is a DSC Trade-mark

**JOBS AND JOBS** — Sheet steel is the ideal material for a lot of jobs. But in stamping and roll-forming there are jobs and jobs . . . and jobs that are the least bit fussy in gauge or temper and/or finish usually work best and most economically with STRIP. Granted, sheet may cost a little less *per pound on your invoice* but the question is what it will show where you count your profit . . . *per unit on your final cost sheet*.

**HOW DSC STRIP STRETCHES YOUR STEEL DOLLAR** — All DSC STRIP is special purpose steel — *fresh-rolled, special-rolled, AccuRolled* to your order from the hot bands up . . . right to your job's gauge, temper and finish. This combination of *level gauge, even temper and job-suited finish* helps you run your job faster, non-stop; no jamming; protects your dies; minimizes pre-finishing operations; cuts rework expense; strip-made components save assembly time. **RESULTS** — higher yield per pound, per man-or-machine hour; greater productivity from your existing equipment; lower overall or unit manufacturing costs; improved functional and/or appearance value of your product.

**IN-STEP DELIVERIES, SOURCE SECURITY** — Deliveries integrated with your production schedules help keep your inventory in bounds, keep your operations flowing. No lay-away plans are necessary with continuity of supply backed by the largest stock of stripmaking hot bands in the East . . . whether steel is plentiful or scarce.

*For immediate action on DSC  
AccuRolled STRIP SERVICE, please call your  
nearest DSC Customer "Rep" soon  
. . . today?*

*Customer Satisfaction  
Is Our Business*



**DETROIT STEEL CORPORATION**

**EASTERN MILL DIVISION**

Box 1789—New Haven 7, Conn.

**EASTERN DISTRICT CUSTOMER "REP" OFFICES**

Hamden, Conn., 2061 State St., Phone STate 7-5781

New York 19, N.Y., 250 W. 57th St., Phone COlumbus 5-4870

Worcester 8, Mass., 507 Main St., Phone PLessant 5-8686

**The PROOF of DSC STEEL  
is in its PERFORMANCE  
on YOUR job**

DSC PRODUCTS: Coke . . . Coal Chemicals . . . Pig Iron . . . Basic Open Hearth Steel Ingots,  
Blooms, Slabs, Billets, Rods . . . HR and CR Sheet and Strip . . . Flat CR Spring Steel . . .  
Manufacturers' and H.C. Specialty Wire . . . Welded Wire Fabric



# How Would You Decide?

By Fredrick H. Waterhouse  
Counsel

**Is going to a supervisor's home and threatening to "Beat hell out of him" sufficient cause for discharge?**

*Here's What Happened?*

The employee in question was in a five man group in this particular mill. The senior employee and group leader was also a member of the bargaining unit and, being on the second shift, had full responsibility of supervision as there is no foreman on duty on that shift. On a certain day the employee did not report for work or call in, which caused the group leader to complain to the superintendent of the unsatisfactory work and attitude of this particular employee. As the employee again failed to report or call in the following day, the superintendent asked the group leader to have the employee report at the superintendent's office whenever he did come in. The following work day when the employee arrived he went to the superintendent's office and was told of the numerous specific acts which caused the group leader to complain of his work and attitude. The superintendent also told the employee that he must straighten out if he was to hold his job. The employee resented the reprimand and said he would get even with the "Stool Pidgeons" and that he would beat them up but not in the mill. Later that same day the employee appeared at the group leader's home and invited him outside with his hands up ready to fight stating that he was "Going to beat hell out of you." The group leader refused to go outside and thereupon the employee threatened to get him at the mill that night. Immediately after the employee left, the group leader went to the mill and complained to the superintendent about what had just happened. As a result of this the employee was discharged. The union claimed that the discharge was because the group leader threatened to resign unless the employee was discharged and also claimed that since the conduct took place outside the plant it was not subject to discipline.

**Is threatening bodily harm to a supervisor but not on company property sufficient cause for discharge?**

The arbitrator recognized that the company normally has no right to control the private lives of its employees, but pointed out that the test is not the boundary lines of the plant but the relation to employment. Since it was a part of the group leader's job to report on the performance of those in his group, the threats by the employee were, therefore, solely because the group leader had fulfilled his responsibility to his employer. Under such circumstances, it was immaterial where the act had taken place. The arbitrator ruled that the employer was not only entitled, but was even obligated to take vigorous action to protect his employees from being intimidated because they tended to their job and that the discharge was justified.

**Can the company unilaterally change its practice and confine grievance meetings to non-working days or to one hour of one work day per week?**

*Here's What Happened!*

Although the agreement provided time limits for handling grievances in terms of working days, there was no provision stating that grievance meetings must, or must not, be held during working hours. For a number of years the company has been paying members of the grievance committee for time spent in handling grievances. From time to time the company threatened to discontinue the practice if the cost became too burdensome. Eventually the cost did become burdensome and the company formally proposed to discontinue the practice by a provision in the latest agreement. The union rejected this proposal and the agreement was renewed retaining the provisions which outlined the method of determining pay for time lost in handling grievances. Subsequently the company inaugurated the procedure of meeting for the purpose of handling grievances either on Saturday which was a non-working day or on mutually agreeable non-working hours. It also offered to hold such meetings during the last hour of the day shift provided it was not obliged to pay members of the grievance committee for time lost from work by them. The union claimed that

'DIAMOND H'  
SERIES W



## General Purpose Relays

**MEASURE ONLY:**  
1 1/4" x 1 1/4" x 1 1/4"

**BUT CARRY:**

to 25 A. resistive at 115-230 V., A. C.; 1 h.p., 125 V., 2 h.p., 250 V., A. C.; D. C. and other higher ratings on request.

**CONTACTS:**

DPDT, Double Break-Double Make (Form Z). Special arrangements and sequence on request.

**MOUNTINGS:**

Socket, panel and sidewall arrangements standard; others to meet special needs.

"Diamond H" engineers are prepared to work out variations of these rugged, dependable relays to meet your specific requirements in such applications as automation controls, appliances and air conditioning equipment, or what you will. Just ask.

THE  
**HART**  
MANUFACTURING  
COMPANY

263 Bartholomew Avenue  
Hartford, Conn.

Phone Jackson 5-3491

## **WANTED** **LUBRICATION PROBLEMS**

We specialize in solving lubrication problems in those areas where lubrication is lost due to high pressure, high or low temperature, severe wear, and abrasive atmospheres.

We prepare special lubricants for special applications and recommend Molykote lubricants which bond tightly to metals and give the best lubricity of any solid lubricant. These resist temperatures from -300F to 750F, pressures to 400,000 PSI.

**SEND FOR FREE SAMPLE**  
**For Your Most Critical Application**

Please give our engineers the information requested below so they may send the most suitable of our lubricants.

Parts lubricated .....  
Material ..... Surface finish .....  
End Product .....  
Operation .....  
No. RPM or cycles .....  
Pressure ..... Temperature .....  
Are abrasives present? ..... Chemicals? .....  
Does lubricant contact rubber? ..... Water? .....  
Present lubricant .....  
(a) Grease ..... (b) Oil .....  
(c) Powder ..... (d) Bonded Coating .....  
How applied? ..... How often? .....  
Improvements desired .....

**THE ALPHA MOLYKOTE CORP.**  
65 HARVARD AVE., STAMFORD, CONN.  
Fileside 8-3724

## **HEAT TREATING**

### **Silver and Copper Production Brazing**

Information and  
sample processing free

**SARGEANT & Wilbur**  
**HEAT TREATING CORPORATION**



170 York Ave.  
Pawtucket, R. I.

Telephone: PAwtucket 3-5900

since the practice of paying the grievance committee and of meeting during working hours had been in effect ever since the union had had bargaining rights, the company was bound to continue the practice, and furthermore the contract provisions outlining the method of determining pay for time lost in handling grievances, indicated an intention of the parties that grievances would be discussed during working hours.

**In the absence of a contract clause, can the company confine grievance meetings to non-working hours?**

The Arbitration Board decided that since there was no clause obligating the company to hold all grievance meetings within working hours, the union could not insist on such a policy without qualification. The Board pointed out that the contract assumes that such meetings will at times be held within working hours for it must assume that grievance committee members and stewards will occasionally lose time from work since it provides how they will be paid for such loss. In holding that the obligation of the company to meet during working hours for handling grievances was not absolute, the Board recommended reasonableness and cooperation between the parties. It suggested they arrange that such meetings occupy a portion of the latter part of the working day and continue after hours to the extent which is both reasonable and practical.

**How long may a machine be considered in process of change or development before establishing piece rates?**

*Here's What Happened!*

Two machines were materially modified with automatic controls and installed on the floor of the plant and started operating. The same group of operators, who were on a group incentive basis, ran both the modified and the unmodified machines. The unmodified machines were operated on an incentive basis, but the modified machines carried a day rate. From time to time changes and adjustments were made and these modifications were continuing although two years had passed since the machines were put on the floor and started operating. The union claimed that items were being produced on these machines and sold interchangeably with those produced on the other machines and that if piece work rates had been established for the modified machines the group incentive pay would have been increased. Under these conditions, the union claimed, it amounted to a reduction in piece work rates which the con-

tract prohibited. The company claimed it was under no obligation to establish piece work rates since the modifications were of a major nature and substantially altered the job content, and furthermore the work on these machines is experimental or developmental and it is paying in conformity with the contract requirements covering experimental or developmental work.

**Does substantial production by a machine in an experimental or developmental stage take it out of that classification?**

The arbitrator commented on a number of the major changes already made in the machines and declared there had been almost universal agreement among wage incentive practitioners for the last three decades, that wage incentives should not be applied until a machine has been standardized. The method of the machine's performance must be sufficiently established so that its elements can be defined. Unless that is done, unstable results are likely to occur. Since the operation of these machines had not yet reached that stage, piece work rates could not properly be set and the delay, considering the number of changes and modifications, was not unreasonable.

### **Recipe For An Essay Contest**

*(Continued from page 13)*

We considered ways of tying the interests of school, company and community, to strengthen our basic goal—the education of the students in the history of industry. One idea that scored well was an exhibit of tools which showed the evolution of Stanley's manufacturing processes. The students showed real interest and our local paper ran a story with photographs. We found the school offering us a more vital role in its activity. I was invited to be speaker on Honors Day, an experience I recommend to anyone who would appreciate his community.

### **Faculty Cooperation—A Must**

The faculty members who worked with us considered the training in research, preparation of bibliography, and arrangement of material, the greatest benefits gained by the students. The faculty people, incidentally, were invaluable. I would hesitate to recommend a contest like ours in any community that cannot count on a cooperative faculty group. If the teachers see that the project helps train their students on a high level of academic effort, they are anxious to help.

We realized that if our contest was to be a real community project we should bring to it the support of persons having interests distinct from

our own. We therefore secured Prof. Walter B. Fulghum, head of the English department of the Connecticut State Teachers' College, New Britain, and Arthur E. McEvoy, managing editor emeritus of the New Britain Herald and conductor of its twice-weekly column, "The Observer," as contest judges. We had made a fortunate selection which added immeasurably to the prestige of the project in the community.

As company representative, Henry V. Pelton, Vice President, who had served several years as a member of the Board of Education, agreed to act as chairman. In the second year of the project, we chose Hoyt C. Pease, also a Vice President, and Chairman of the New Britain Community Fund.

The success of the project, we realized, lay in the degree of interest it would create as an adjunct of the regular studies. It was essential, therefore, that we be assured of the co-operation of the faculty members designated by Principal Vincent Sala to help direct the project. In this we were extremely fortunate.

The faculty committee, representing the English and social studies departments, and the librarian, Dr. John Crawford, prepared a schedule, which called for an announcement of the plan to the school body at Assembly, then a meeting of all who planned to enter the contest. At this meeting a teacher explained the plan in detail, and a schedule was worked out, involving choice of subjects, planned reading, submission of preliminary and final outlines and the paper itself.

#### Collecting Source Material

The matter of source material was an immediate problem. While a good high school library will carry some books dealing with basic industry, and the Public Library certain others, neither is likely to have the variety sufficient to satisfy an avid student on the search for prize-winning material. To supplement available material and, also announce the project to industry, The Stanley Works offered to seek out additional material.

While there are doubtless many ways of determining such sources, we wrote a letter to some 500 leading companies inviting them to contribute whatever material they desired, such as company histories, recent annual reports and pamphlets. We also wrote several trade organizations with good results.

In addition, we purchased a dozen or more books which the librarian, Dr. Crawford, indicated were of value in establishing the basic history of American industry. While these books had worth, the most valuable works were those prepared by individual com-

panies, factual, well-written and dramatic in content and presentation.

We wanted to make the efforts of our young contestants worth while and decided to award a first prize of \$500, and three others of \$300, \$200 and \$100 respectively. These were accepted with enthusiasm.

In the matter of the selection of winning essays, the faculty committee suggested the replacement of all personal identification on the essays with numbers.

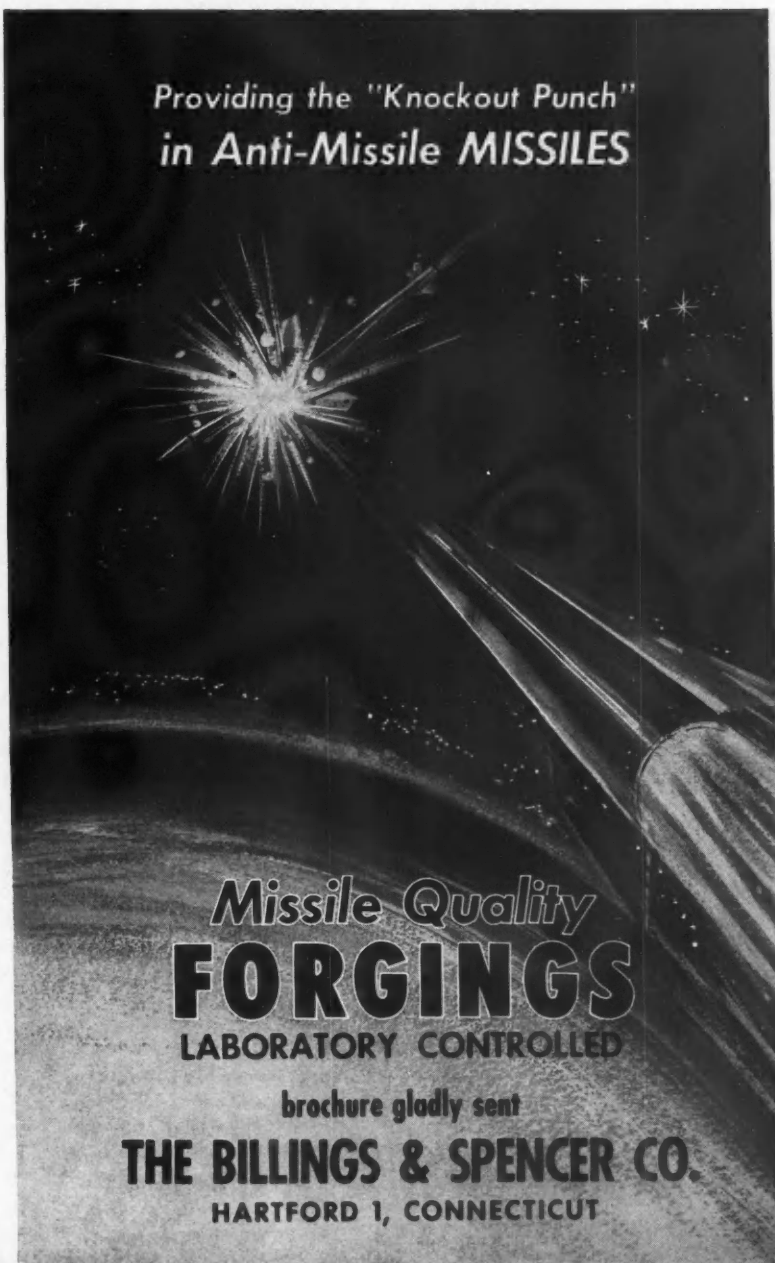
We have received splendid press co-operation. The New Britain Herald editorially hailed the project as a contribution to the city's educational pro-

gram, and gave generously of news space when we reported developments such as our nation-wide appeal to industry and the appointment of our judges. On decision day, a Herald photographer lined up the four winners in Principal Sala's office and that evening ran a four-column picture on its front page. Later the Hartford Courant ran a splendid feature piece in its Sunday magazine.

#### Pitfalls

There are pitfalls in a project like this, but they can be avoided; common

(Concluded on page 60)



Providing the "Knockout Punch"  
in Anti-Missile MISSILES

Missile Quality  
**FORGINGS**  
LABORATORY CONTROLLED

brochure gladly sent  
**THE BILLINGS & SPENCER CO.**  
HARTFORD 1, CONNECTICUT

# NEVER IN 21 YEARS...

## Has Connecticut Blue Cross Cancelled a Membership Due To Age Or Health Status

The problem of providing hospital coverage for the aged population has recently developed into front page news, but it is a problem that has been a vital part of Connecticut Blue Cross' community approach to health care since the Plan started in 1937.

The problem, of course, should be of concern to everyone in every community – just as it has been an important concern to Blue Cross for more than 20 years.

From the time non-profit Blue Cross first started, it has always allowed members to continue their coverage for as long as they wished, regardless of age, regardless of health status. Never in its 21-year history has Connecticut Blue Cross ever cancelled a membership due to age or health.

This valuable option and Blue Cross' community approach to the problem in general has enabled approximately 100,000 Connecticut people over age 65 to obtain protection against the cost of general hospital care.

### No Age Limit

There is no age limit with Blue Cross coverage. Today, for example, Connecticut Blue Cross has 12 members who are over 100 years of age. And in the category between 80 and 90 years of age, Blue Cross has more than 6,500 members.

This community approach – where

all pay and share alike and are able to keep their membership when retiring – has benefited the entire community, as well as our community hospitals.

Through Blue Cross the aged population is able to help itself to health care, without charity or subsidy from tax dollars.

This is an achievement of genuine service to Connecticut people, and it is a community job that Blue Cross has been doing for more than 20 years. Its progress has reached a point where today more than half of the State's aged population is enrolled in Blue Cross.

### Growth Can Be Greater

This accomplishment has been made possible through the participation in Blue Cross by the more than 9,500 Connecticut firms which are enrolled as Blue Cross groups. This participation gives Blue Cross the broad foundation and cross section of population, resulting in an average risk, which enables the Plan to extend coverage to virtually all persons.

The growth can be even greater and a total solution to the problem reached when the balance of Connecticut industry recognizes the importance of its participation in Blue Cross. For when all Connecticut firms – large and small – participate in Blue Cross, it will mean that every employee who retires may have coverage for later years.



**CONNECTICUT BLUE CROSS**

*Protects the Individual - the Group - the Community*



# Accounting Hints

Contributed by

The Hartford Chapter National Association of Cost Accountants

## "Mechanizing" The General Ledger

By **BALLES T. NEZAMES**, *Assistant to the Treasurer*  
The Kaman Aircraft Corporation

♦ COMPANIES who now have Electrical Accounting Machines or Electronic Data Processing Equipment will find that mechanizing the General Ledger will present them with a two-fold benefit. It will decrease the clerical manhours required at closing time and will also decrease the time lapse between closing of the books and submitting finished statements and reports to Management. The closer to the "period" the more valuable the statements and reports become to Management.

This company had started a program of utilizing punched card equipment in 1953, thus when it was decided to mechanize the General Ledger, a majority of the bookkeeping functions were already in the system and the necessary equipment was on hand. The functions which had been mechanized were: (1) Payroll, (2) Voucher Register, and (3) Inventory.

The equipment necessary for this program was: (1) 604 IBM Electronic Calculator, (2) 082 IBM Sorter, (3) 402 IBM Tab, (4) 077 IBM Collater, (5) 514 IBM Reproducing Punch, and (6) Plus the normal Key Punch equipment.

Postings to the General Ledger were made manually from Journal Vouchers. Thus, we were in the fortunate position of not having to change our normal posting center. The Journal Vouchers were prepared and submitted to the TAB Department for punching and processing. Companies that post directly to the General Ledger from books of original entry can easily convert by setting up a Journal Voucher system. The TAB Department would punch and process all Journal Voucher Entries and would then submit the following reports (reports would not be submitted at the same time; I am not now showing intermediate steps required between reports): (1) Detail activity of each journal with a total for debits and credits. Listing is in Journal Voucher sequence. This listing enables a check to be made to insure that all Journal Vouchers have been punched.

(2) Month's net totals for each account. Listing in account number sequence. This listing enables one to determine the overhead rates. The rates are given to "TAB" who utilize the 604 calculator to calculate and spread the overhead charges to the various jobs in process. (3) Overhead Statements. Listing of overhead accounts is in sequence and with subtotals as desired. Overhead Statements are typed using this listing as the work sheet for the typist. (4) Total charges for the month to jobs in process. This listing is in job order sequence. It lists the total charges for the month to each job by major classification (direct labor, raw material, subcontract material, overheads, etc.) This listing gives the total month's costs incurred on each job. (5) Sales and Cost of Sales. Listing is in account order sequence (sequence may be altered to conform to desired reporting format). Sales and Cost of Sales of each job is listed on this listing and used as a worksheet for the typist. (6) Balance Sheet Summary. Listing is in desired balance sheet format. This listing is

also utilized by the typist to type up the Balance Sheet. (7) General Ledger Detail Run for the Month. Listing is in account sequence. All charges for the month plus journal voucher reference are listed for each account. (8) General Ledger. Listing is in account sequence, and replaces the manually posted General Ledger. The year to date for each account is shown for each month.

By completely mechanizing the General Ledger, Management has available information when desired and in the format desired. By putting the following information on a punched card for each item of cost—Account Number, Department Number, Source reference (also identifies the month) and Amount.

The following reports may be obtained simply by running the same cards through a sorter and relisting: Total charges to each department; total charges to each account; total charges to each overhead division; and total charges from each source. More reports are available to Management in a shorter period of time.

Under the mechanized system, books close on month-end and finished financial statements are submitted to Management eight (8) working days later. Under the "manual" system, statements were submitted approximately thirteen (13) working days after books closed. Also, by having all accounting data on punched cards, many by-products may be readily obtained, an example being the fixed asset ledger. In a punched card system each fixed asset, for which you now have a ledger card or page, can be set up, depreciated each month, and all transactions listed and up-dated entirely by machine.

## WATER! CLEAN CLEAR COLD

GOOD FOR MAN,  
CROPS AND INDUSTRY

400 G.P.M.  
FROM A DEEP  
ROCK WELL



Certain areas of Connecticut are blessed with wonderful underground supplies of good water. The Church Company's many years of experience and improved methods of drilling and development are making these large supplies of water available—this applies to both rock and gravel formations.

**THE STEPHEN B. CHURCH CO. SEYMOUR, CONN.**

Tel.—Tuxedo 8-2132

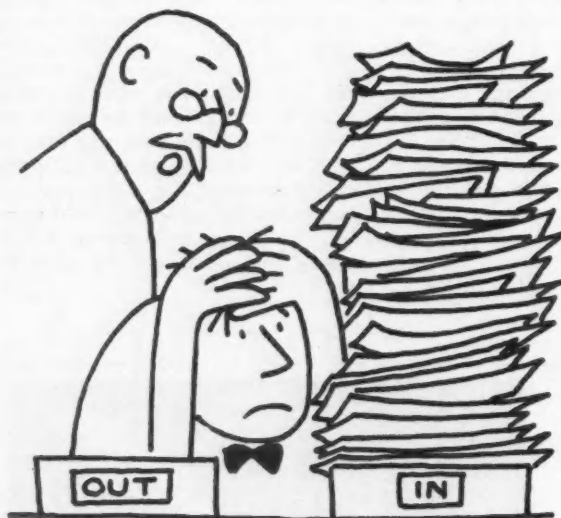
ROCK WELLS—GRAVEL WELLS—PUMPING EQUIPMENT  
SPECIALISTS IN LARGER WATER SUPPLIES



Dave Cleary did a good day's work, no idle shirker he—  
The boss allowed he'd seldom seen such sheer efficiency.  
Besides, our hero saved his cash and promptly paid each bill;  
Until his wife stepped on some ice and took a nasty spill.



Then bills poured in for doctor, surgeon, semi-private room—  
And ate his lifetime savings up and plunged him into gloom.  
Poor David worried all day long and in his desperate state  
He couldn't think about his work while thinking of his mate.



The boss saw Dave's unhappy state and said, on learning why,  
"The Travelers Major Medical—that's what I'd better buy.  
The Travelers can't stop illness but they *can* prevent the pain  
Of paying all those crushing bills that multiply the strain."



Now Dave and all the other men are free from money cares;  
Travelers pays the heavy bills in answer to their prayers.  
Group Major Medical with Travelers—what a perfect plan!  
Time's a-wasting—telephone your trusty Travelers man.



# THE TRAVELERS

INSURANCE COMPANIES, HARTFORD 15, CONNECTICUT

All forms of business and personal insurance including Life • Accident • Group • Fire • Marine • Automobile • Casualty • Bonds

# Business Tips

**A. D. Joseph Emerzian, Supervisor  
Motion and Time Study Laboratory  
School of Business Administration, University of Connecticut**

## Some Principles for the Organization of Cost Reduction

♦ **COST** reduction, because of the very nature of our system of business enterprise is a matter of concern to all managers. Our recent experience with a decline in business activity has created a renewed interest in cost reduction. Many firms, which either had no organized cost reduction programs or discontinued programs during the past decade of business prosperity, are now entering into cost reduction in a vigorous and intensive manner. Since the creation of a comprehensive cost reduction program requires careful planning to ensure continuing success, this article will discuss a few of the principles fundamental to the establishment of a sound program.

*The program must have the interest of top management.* This interest must be reaffirmed constantly by action and deed. Top management should not only receive and comment on cost reduction reports, but it should periodically attend meetings when progress reports are given or problems are discussed. Actual inspection of work improvements is another way of demonstrating interest. In short, top management must constantly identify itself with the cost reduction program in as many ways as possible in order to offer concrete evidence of its genuine interest.

*The program must be permanent.* A sound cost reduction program should be continued during both good and poor business conditions. Cost reduction ideas are not a function of the business cycle. To overlook, defer or discard cost reduction ideas during periods of prosperity is sheer economic waste. Furthermore, it is exceedingly difficult to rejuvenate a program which has been allowed to disintegrate.

*The program must involve the entire organization.* Every member of an organization is capable of suggesting cost reduction ideas, therefore, a sound comprehensive program must provide media for idea expression from all groups. Merit exists, however, for creating, within the framework of a comprehensive cost reduction program, two sub-programs to accommodate management oriented ideas and employee oriented ideas. The latter find expression in the employee suggestion

system which is integrated organizationally with the comprehensive cost reduction program. The employee program differs from the management program in that it is created and administered by management and involves a schedule of awards. On the other hand, management programs are devised by those who are responsible for putting them to work. It must be their program. It must be the product of the thinking of those involved in getting the results.

*The program must involve committee action.* In most cases any idea that reduces cost and improves the competitive position of a company is enthusiastically received by members of management. In some cases, however, a person exposed to a cost reduction idea may suspect that its installation may be inimical to his personal interest. It is reasonable to assume that, in this situation, a person might not be willing to accept the merits of the action under consideration. Since cost reduction frequently involves change and change at times affects the status of people, controls must be inserted into the program's organization to reduce the effect of self interest. One recommended way to reduce the effect of self interest is to have committees pass on the merits of cost saving ideas. Placing the responsibility for idea acceptance or rejection upon several persons reduces the ability of any one person to sabotage sound ideas.

Committees are also effective in giving full consideration to the many dimensions of ideas. Having the experience and mental ability of several persons focused upon a cost reduction idea results in a decision which commands a high level of confidence.

*The program must provide staff assistance.* Although cost reduction ideas are developed and explored in committees, preliminary acceptance is primarily conceptual. Before an idea is finally accepted, an estimate of its probable worth to the company must be made. This requires time for investigation, experimentation and cost analysis. Since the cost reduction committees primarily consist of line personnel who have full-time jobs, staff

## MORRISSEY & CHENEY

### Insurance

GERARD MORRISSEY  
BENJAMIN CHENEY  
E. LEONARD CLARK

INSURANCE CONTROL  
FOR  
INDUSTRIAL AND COMMERCIAL  
ACCOUNTS

9 LEWIS STREET, HARTFORD, CONN.

## CHASE



*the Nation's Headquarters*

for **BRASS  
COPPER  
STAINLESS-  
STEEL**

Warehouse and Mill  
CHASE BRASS & COPPER CO.  
Waterbury 20, Conn.  
Tel. Plaza 6-9444



## THE HENRY SOUTHER ENGINEERING CO.

Engineering & Chemical  
Service

Water Purification

Industrial Waste Disposal

Research Facilities for  
Industry

Hartford,

Conn.

## ROBERT W. PAGE

*... A Professional Insurance  
Counsellor*

- Industrial Audits
- Survey of Risks
- Coverage Analysis
- Adequacy Evaluation
- Rate & Cost Check
- Program Management
- Reports

### *No Insurance Sold*

—FEE BASIS ONLY

A specialist for firms with no  
salaried insurance manager.

Booklet available upon request.

25 Huntington Ave., Boston

• *A Smith Associate* •

Est. 1915

assistants, preferably industrial engineers, should be assigned to perform the fact finding activities for these committees.

*The program must provide coordination.* Depending upon the magnitude of the program, one or more persons should spend full-time on cost reduction coordination and stimulation. When the program achieves the full participation of the organization, many cost reduction projects and activities are in progress. Like other organizational activities, these require supervision. Briefly the duties of these coordinators might be to aid in planning the program; to coordinate the activities; to consult with committees and individuals; to expedite projects; to assist in cost reduction training and to promote publicity for the program.

*The program must have goals.* The cost reduction program should have a specific dollar goal established at the beginning of each year. This goal should be the summation of the goals of each committee or unit of the entire cost reduction organization. Each committee or unit should set its own goal subject to review by the coordinator. This is to ensure that the goals properly reflect the cost saving potential in the area in which the committee or unit is working. These goals are important to the program because they provide a

means of measuring performance, promoting teamwork within groups and stimulating friendly rivalry between groups.

In summary, a sound cost reduction program should reflect the following attributes: Top management interest, permanence, total organizational involvement, committee action, staff assistance, full-time coordination and specific goals. The inclusion of these attributes should tend to enhance the vitality of the program and ensure a continued high level of success.

### **Bigelow Boilers Serve Industry**

*(Continued from page 9)*

riveters have been replaced by welding torches, semi-automatic and automatic welding equipment. This progression brought into the boiler factory apparatus usually thought of only in connection with the practice of medicine, the x-ray machine. Bigelow's is a 250000 volt x-ray apparatus which searches out flaws or "faults" in the welding process which might result in an inferior if not a dangerous product. Boilers, after being welded and x-rayed, are stress relieved in a furnace which is 10 ft. sq. 25 ft. long, up to temperatures of 1200°F.

Just as Connecticut's industrial pioneers contributed so much to the shape and direction of American industry, Bigelow has contributed to its efficient operation and effective growth.

The list of its notable installations encompasses the world. The list in Connecticut is also distinguished. It includes Yale's central power station and the Sterling Hall of Medicine, the Scovill tube mill at New Milford, the Stanley Works, International Silver, Armstrong Rubber Company, Sargent & Company, United Aircraft, Bridgeport Brass, Pitney Bowes, Southern New England Telephone Company's new plant at New Haven, the Ingraham Company and the Torrington Company, as well as various state institutions.

### **Bigelow's Future**

What does the nuclear age hold for Bigelow? The time for its active participation is not quite at hand. Steam boilers will be fired by oil gas or coal for some time to come. But just as Hobart Bigelow met the challenge of diversification nearly a century ago, it may be assumed his present-day stewards will meet the challenge of the atom.

"This company," Starr Barnum says quietly, "has pioneered many of the improvements of our industry and constantly seeks new methods for making a better, more efficient product."

# DOWD WYLLIE & OLSON INC.

PRODUCERS OF  
FINE  
PRINTING PLATES  
SINCE 1913

Tel. JA-2-8254

Tel. JA 2-8255

106 ANN STREET • HARTFORD, CONN.



pace your industry  
in product quality and value....  
follow the **trend** to...

*Brass · Copper · Aluminum*  
**mill products**  
bearing this trademark

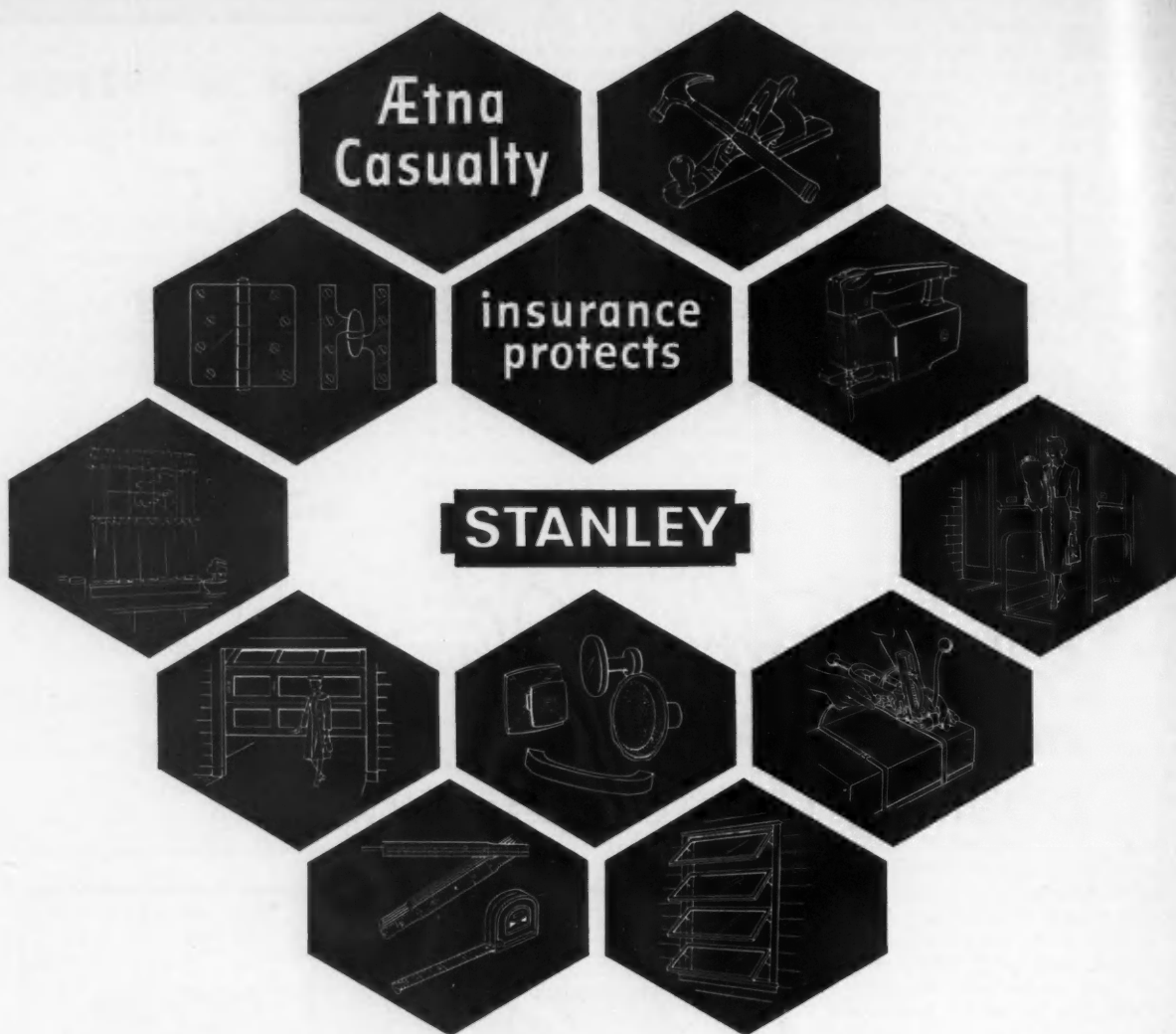
If you are planning a new product, let  
Scovill Technical Service help you se-  
lect the proper alloy, temper, finish, etc.,  
to bring out the **BEST** in it...



SCOVILL MANUFACTURING COMPANY  
MILL PRODUCTS DIVISION  
99 MILL ST., WATERBURY 20, CONN.  
PHONE PLAZA 4-1171



*made better to bring out the **BEST** in your products*



**. . . and thousands of other leading businesses, large and small**

From mitre boxes to magic doors, Stanley products are numbered in the thousands; their many factories, warehouses, and offices stretch from coast to coast. As you would expect, their insurance requirements are as intricate as they are extensive.

Ætna Casualty has the resources, the broad underwriting experience, and the countrywide facilities to more than fulfill these requirements. Stanley benefits in many ways from Ætna's "precision-built" insurance pro-

gram. For example, Stanley's underwriting plan is designed to reflect, in lower costs, the results of Ætna's highly effective loss control services. Ætna Casualty's methods and facilities for handling claims also make a very real contribution to good employee relations.

The same benefits are enjoyed by thousands of other Ætna-insured companies. They are some of the reasons why every year more leading firms are turning to Ætna Casualty for the finest protection.



**ÆTNA CASUALTY  
AND SURETY COMPANY**

Affiliated with Ætna Life Insurance Company • Standard Fire Insurance Company • Hartford 15, Conn.



**SEE YOUR ÆTNA CASUALTY AGENT OR YOUR BROKER FOR THE BEST IN BUSINESS INSURANCE COUNSEL**

# With Our Advertisers And Their Agencies

## Copeland Company Expands: Warns Against Worthless Sealers

♦ APPRECIATING the growing demand for a bituminous concrete sealer that resists disintegration due to oil and gasoline spillage, water, air oxidation and raveling, COPELAND COMPANY, INC. of North Haven, the Jennite distributor, has recently added to its storage capacity some 25,000 gallons, also to its application equipment which makes possible the sealing of some 150,000 square feet of pavement in any one day.

Jennite, first introduced as a bituminous concrete paved surface sealer about twenty years ago, has not only established a performance record of at least doubling the useful life of any such surface but also has contributed in no small way to the increased use of bituminous concrete as a pavement surface. Today practically all specifications covering "Engineered" pavements include a standard application of Jennite or an approved equal with a performance record.

Although two or three reliable companies are said to have imitated the specifications of Jennite, the Copeland Company warns that there are several imitations on the market that are totally worthless, and that persons considering the purchase of a reliable sealer other than Jennite should check its specifications with U. S. government specification PR 00035 which may be obtained through the U. S. Printing Office, Washington 25, D.C.

## Manpower, Inc. Offers Cost Saving Booklet

♦ AN analysis of the various areas of office operation and suggestions for making improvements are outlined in a new booklet entitled "100 Ways to Improve Efficiency—Save Money in Your Office." The booklet, compiled by Manpower, Inc., international temporary help service, considers the various office expenses which the operation of a business entails and points out proper planning procedures which will effect improvements.

Discussion is given to the proper planning of office work, budgets, physical office, storage, forms, selection and promotion of employees, training employees and supervisors, office equipment, mail department, telephone service, filing, record retention and other office methods.

"Today, most business firms are seeking an answer to the question 'How can we reduce office and administrative costs?'" Elmer L. Winter, Manpower president, says in the introduction to the booklet.

"With the pressure on profits as a result of uncertain volume and increased overhead, it is of utmost importance that management take a good hard look at the many items that go into the office costs incurred in the operation of a business."

Manpower, Inc., does work for offices, factories, stores and warehouses during their peak seasons, vacations and work overload periods with its own bonded employees. Its 150 offices are located coast to coast and overseas, with Connecticut offices located at New Haven, Bridgeport, Hartford and Waterbury. The booklet may be obtained free of charge from Manpower, Inc., 810 N. Plankinton Ave., Milwaukee 3, Wis.

## Promotions Announced by Graham & Associates

♦ HUGH H. GRAHAM & ASSOC-

IATES, New Britain sales promotion and marketing organization, has recently announced personnel changes in which E. Morgan Kelley, Senior Vice President, has assumed additional duties in the new post of Creative Service Director, with Robert A. Hand, Assistant Art Director, taking over Mr. Kelley's former duties as Art Director. This change was made to relieve Mr. Kelley of responsibility for the administration of the art department, permitting him to spend more time working directly with client service account executives and clients in conceiving advertising and sales promotion campaigns.

Mr. Kelley is one of the founders of Graham & Associates, which has been counseling and serving New England companies since August, 1946.

Mr. Hand is well qualified to perform the duties of Art Director of Graham & Associates, having been affiliated with the agency's art department for more than ten years, serving as Assistant Art Director for much of that time.

## Graceman Advertising, Inc. Wins Gold Awards

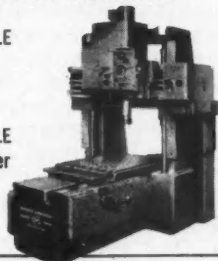
♦ ADVERTISING campaigns submitted by Graceman Advertising, Inc. of Hartford at the international meet-

# NOW! BIG SHOP facilities with SMALL SHOP service and quality

## New SIP HYDROPTIC No. 6 JIG BORING MACHINE

WORKING TABLE  
43" x 33"

OPTICAL  
DIVIDING TABLE  
31½" diameter



COMPLETE SERVICE  
LIGHT and HEAVY MACHINING  
MODERN EQUIPMENT • SKILLED MACHINISTS

24" and 36" BULLARDS  
4 No. 5 J & L TURRET LATHES  
No. 348 LUCAS BORING MILL  
RADIUS CUTTER, 0" to 2½" capacity  
Write for our Equipment List

The **HOLLAND**  
MACHINE COMPANY, Inc.  
40 CHERRY ST. • EAST HARTFORD 8, CONN.

## TO SPEED YOUR PRODUCTION UNAS

has  
**2 NEW**  
42"

## BLANCHARD GRINDERS

COMPLETE O.D. and I.D.  
PRECISION GRINDING FACILITIES  
HIGHLY SKILLED PERSONNEL  
ACCURATE INSPECTION CONTROL

Equipment List available upon request  
Ask about our free consulting service

**UNAS**  
GRINDING COMPANY, Inc.  
26-28 CHERRY ST. • EAST HARTFORD 8, CONN.

**For all-'round deodorizing**



Fragrant, laborless  
deodorant discs for urinals,  
bowls, garbage pails, lockers, closets

Deodoroma ROUNDS cost in use averages only a fraction of one cent a day. Rounds are formed under 70,000 pounds pressure; are dense and durable. Fragrance is locked in: lasts until the last particle has vaporized—there's no harsh "moth cake odor." Packed eight to the telescoping box—each Round sealed airtight—easy-to-shape Holzit wire holder in every box. For literature write to The C. B. Dolge Company, Westport, Conn.

For free sanitary  
survey of your  
premises consult your  
Dolge service man.



## From Warehouse to Executive Office



Wetzel Tool Sales Co. of East Hartford has called on Barney's since 1931 for everything it needs, from steel shelving to executive office furniture. This relationship is not unique. Many companies have used Barney's for over 25 years. That's a good indication of Barney's ability to serve you. Why not look into it now?

**Barney's**  
OF HARTFORD

OFFICE FURNITURE—SHOP EQUIPMENT  
450 Front St. Phone Jackson 2-6221  
Established 1930

ing of the Affiliated Advertising Agencies Network (AAAN) held in Baltimore in August won international gold awards for advertising created for Society for Savings, Hartford; William Prym, Inc., Dayville; Cashin's Dairy Products, Inc., Waterbury; The Miller Company, Meriden; and Rose Hill Memorial Park, Rocky Hill. Edward M. Graceman, president of the agency which represents the AAAN in Connecticut, was named chairman of the publicity committee at the international conference.

Agency representatives from as far away as Australia, Japan and Hawaii attended the first international meeting of the Network whose members placed more than 163 million dollars worth of advertising for their clients during 1957.

## New England Exhibit of Business Opportunities

(Continued from page 11)

"Excellent; great interest shown by businessmen; more prospective suppliers developed here than in any other similar show we have ever participated in."

"Finest of its type we have experienced."

"Remarkable, did not realize that Department of Defense procured so many items which our company can make."

The featured speaker at the Kick-Off Luncheon was Brigadier General Jean E. Engler, Director of Procurement, Office of the Deputy Chief of Staff for Logistics, Department of the Army.

After explaining the desire of Department of Defense to assist in bringing full employment to the New England area through giving priority to small business firms and other firms in labor surplus areas, General Engler, with the aid of charts, explained how some \$5 billion in the Army procurement program for 1957 was split up and how small business firms were given an opportunity to bid on some \$828 million worth of this business. He also explained how the Army's more than \$5 billion of planned procurement for fiscal 1959, beginning July 1, 1958 was broken down into categories. He laid great stress on the desire of the Department of Defense purchasing offices to assist every qualified applicant to get all the facts necessary in order to submit bids for items which it is qualified to produce.

Sidney A. Edwards, managing director, Connecticut Development Commission, acting as MC, introduced the head table guests and Governor Ribicoff. The Governor welcomed the guests and introduced Brigadier General Jean Engler.

## ALLEN RUSSELL & ALLEN

31 Lewis St. Hartford, Conn.

## Insurance

Over 50 Years of Service to  
Connecticut Manufacturers

## Designers and Manufacturers

of Tools, Dies, Jigs, Fixtures and  
Gages

Jig Boring and Jig Grinding  
Precision Form Grinding  
Planing, Boring, Turning  
Cincinnati, Lucas and Bullard  
Machines

We build Special Machinery  
and Parts

Welded Fabrications

We will do your Stampings and  
Spot Welding

Progressive — Swedging

Broaching — Drawing

Short Runs — Long Runs

THE  
**SWAN TOOL & MACHINE CO.**  
30 Bartholomew Avenue  
HARTFORD 6, CONNECTICUT

call on us for  
a complete

KING SIZE stock  
of Drill Bushings



over 5200  
sizes

for immediate delivery  
and snappy service  
on specials

made by  
the World's  
Leading  
Specialists

**American**  
DRILL BUSHING CO.

The ROBERT E. MORRIS CO.  
WEST HARTFORD • CONNECTICUT  
B. J. BUSHING BROS. 3142 Fairfield Ave.

also in stock: THE COMPLETE LODGING LINE OF  
STANDARDIZED JIG and FIXTURE COMPONENTS



# Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

## Business Improves in July

♦ FOR the first time in a year the Connecticut Index of Industrial Activity recorded a gain. The July index moved upward to 8.0% below trend, a rise of one and six-tenths percentage points.

Marked improvement in two of the components was responsible for the advance in the index. Average weekly hours worked in manufacturing moved up for the second straight month; and electric power sales, after seasonal adjustment, were the best so far this year. Manufacturing employment, however, was adversely affected by larger than normal vacation layoffs; and construction employment was not quite as high as normally expected for this season of the year.

The U.S. Index remained unchanged in July at an estimated 11% below trend. This index has recovered five percentage points from the recession low reached in April.

### Employment

Non-farm employment in Connecticut dropped more than 15,000 in July, all in the manufacturing industries. The 854,000 workers employed during the month was the lowest total in three years.

Manufacturing employment fell off to 364,000 in July as a result of heavy vacation shutdowns.

Non-manufacturing employment continued as the strong point in the employment picture. In July, this group held at a high level of slightly over 490,000 workers.

At the present time, non-manufacturing employment represents 57% of total non-farm employment in Conn. whereas last year it accounted for 53% and five years ago 48%.

### Unemployment

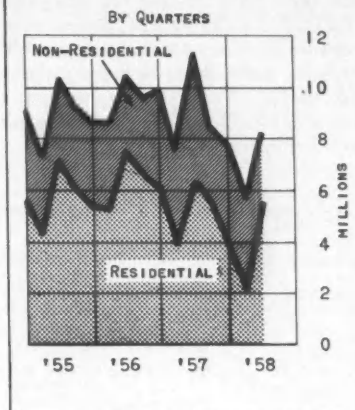
During the last week of July, total claims for unemployment benefits filed with the State Labor Department reached the highest point for the year. The 78,000 claimants included over 12,000 workers who filed because of factory vacation layoffs. Without these vacation claims, the total would be at the level of last January.

Initial claims declined slightly in the last week of July to 6,600, including 1,700 vacation claims. A year ago initial claims were 5,700.

### New England Employment

Manufacturing employment, as might be expected, suffered heavily, losing nearly 150,000 workers, or 10% of the manufacturing work force, during the one year period. Durable goods industries were the hardest hit as two-thirds of the manufacturing losses were in that category. Connecticut, the most highly industrialized state in New

## BUILDING CONTRACTS IN CONN. SQUARE FEET OF FLOOR SPACE



England, reflected the greatest percentage decrease. Massachusetts, with a reduction of 64,000 workers since June 1957, experienced the largest actual drop in employment.

Non-manufacturing employment in June 1958 showed a moderate change from last year. The loss of nearly 10,000 workers amounted to less than 1/2 of 1 percent. Again, Massachusetts had the largest numerical decrease, 12,000, during the year. Connecticut on the other hand, recorded an increase of 8,000 non-manufacturing workers which partially offset the losses experienced in several of the other states.

### Construction

In the first quarter, residential contract awards fell sharply, while non-residential held almost level with last year. The second quarter of this year did not show as much improvement as the same period of last year. Although residential contracts nearly matched last year, non-residential awards were down substantially.

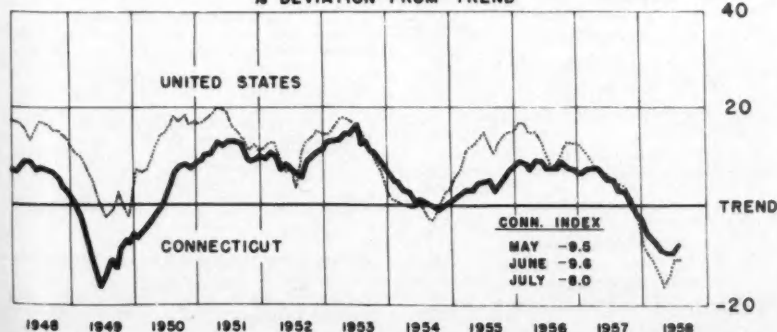
Throughout the first six months of this year total construction, measured in square feet of floor space, dropped over 25% when compared with the same period of 1957. Individually, residential construction fell 24% and non-residential 28%.

### Business Firms

New corporation formations in Connecticut this year have held at a high level. Through June, new incorporations were nearly 10% ahead of the corresponding period of last year.

Business failures, however, have followed a normal trend for a recession period by increasing noticeably. In the first half of this year there were 25% more failures than a year ago.

## INDUSTRIAL ACTIVITY—CONN. vs. UNITED STATES % DEVIATION FROM TREND



# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

(Advertisement)

<b>Accounting Forms</b>		<b>Aluminum Castings</b>		<b>Bakelite Mouldings</b>	
Baker-Goodyear Co The	Branford	Eastern Malleable Iron Company The	Naugatuck	Watertown Mfg Co The	Watertown
<b>Accounting Machines</b>		Newton-New Haven Co 688 Third Avenue	West Haven	<b>Balls</b>	
Underwood Corporation	Bridgeport	<b>Aluminum Die Castings</b>		Abbott Ball Co The (steel bearing and burnish- ing)	Hartford
<b>Adding Machines</b>		Mt Vernon Die Casting Corporation Stamford		Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Underwood Corporation	Bridgeport	Stewart Die Casting Div. Stewart-Warner Corp.	Bridgeport	Kilian Steel Ball Corp The	Hartford
<b>Adhesives</b>		<b>Aluminum Extrusions</b>		Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)	Unionville
Polymer Industries Inc	Springdale	Bridgeport Brass Company	Bridgeport	Superior Steel Ball Co Inc (steel bearings & burnishing material)	New Britain
Raybestos Division Raybestos-Manhattan Inc	Bridgeport	<b>Aluminum Forgings</b>		<b>Banbury Mixers</b>	
<b>Advertising Mats</b>		Bridgeport Brass Company	Bridgeport	Farrel-Birmingham Company Inc	Ansonia
Lockwood Sons Inc Wm H	Hartford	Consolidated Industries Inc	West Cheshire	<b>Barrels</b>	
<b>Advertising Plates</b>		Scovill Manufacturing Company	Waterbury 91	Abbott Ball Co The (burnishing and tumbling)	Hartford
Lockwood Sons Inc Wm H	Hartford	<b>Aluminum Ingots</b>		Eabec Barrel Finishing Corp (burnishing & tumbling)	Byram
<b>Advertising Specialties</b>		Lapides Metals Corp	New Haven	Hartford-Steel Ball Co The (tumbling)	Hartford
II C Cook Co The 32 Beaver St	Ansonia	<b>Aluminum Sand Castings</b>		<b>Baskets—Wire</b>	
<b>Aerosol Products</b>		Bridgeport Deoxidized Bronze Corp	Bridgeport	Rolock Inc	Fairfield
Bridgeport Brass Company	Bridgeport	<b>Aluminum—Sheet and Rod</b>		<b>Batteries</b>	
<b>Air Compressors</b>		Scovill Manufacturing Company	Waterbury	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Spencer Turbine Co The	Hartford	<b>Aluminum—Sheets &amp; Coils</b>		<b>Bearing Testers</b>	
<b>Air-Conditioning</b>		United Smelting & Aluminum Co Inc	New Haven	Sperry Products Inc	Danbury
Dunham-Bush Inc	West Hartford	<b>Ammunition</b>		<b>Bearings</b>	
Norwalk Airconditioning Corp	South Norwalk	Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	Barden Corporation The (ball)	Danbury
<b>Air Ducts</b>		<b>Anodizing</b>		Fafnir Bearing Co (ball)	New Britain
Wiremold Co The (Retractable)	Hartford	Aluminum Finishing Co.	Bridgeport	Marlin-Rockwell Corporation	Plainville
<b>Air Heaters—Direct Fired</b>		Comco Inc Div of Enthone Inc	New Haven	New Departure Div of General Motors (ball)	Bristol
Peabody Engineering Corporation	Stamford	Leed Co The H A	Hamden	Norma-Hoffman Bearings Corp (ball and roller)	Stamford
<b>Air Impellers</b>		<b>Anodizing Equipment</b>		<b>Bellows Assemblies</b>	
The Torrington Manufacturing Co	Torrington	Comco Inc Div of Enthone Inc	New Haven	Bridgeport Thermostat Div	Robertshaw— Milford
<b>Aircraft</b>		<b>Asbestos</b>		Fulton Controls Co	
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Auburn Manufacturing Company The (gas- kets, packings, wicks)	Middletown	<b>Bellows—Metallic</b>	
<b>Aircraft Accessories</b>		<b>Asarcon Bronze</b>		Bridgeport Thermostat Div	Robertshaw— Milford
Chandler Evans Div Pratt & Whitney Co Inc (Piston and Jet Engine Accessories—Carbu- retors, Fuel Controls, Afterburner Regula- tors, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Derby Castings Company, The	Seymour	Fulton Controls Co	
Consolidated Controls Corp	Bethel	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	<b>Bells</b>	
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	<b>Assemblies—Small</b>		Bevin Brothers Mfg Co	East Hampton
Gabb Special Products Inc (filler caps—pres- sure fuel servicing systems)	Windsor Locks	Barnes Co The Wallace Div Associated Spring Corp	Bristol	N N Hill Brass Co The	East Hampton
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Greist Manufacturing Co The	New Haven	<b>Belt Fasteners</b>	
<b>Aircraft Engine Timing Tools</b>		Stanley Humason Inc	Forestville	Saling Manufacturing Company (patented self- aligning)	Unionville
Gabb Special Products Inc	Windsor Locks	J H Sessions & Son	Bristol	<b>Beltting</b>	
<b>Aircraft Engines</b>		<b>Audio-Visual Equipment</b>		Hartford Belting Co	Hartford
Lycoming Division Avco Manufacturing Corp	Stratford	Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors)	Plainville	Russell Mfg Co (High Speed Endless, Lami- nated Rubber, Roll Stock all types)	Middletown
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	<b>Automatic Buffing &amp; Polishing Machines</b>		<b>Bends—Pipe or Tube</b>	
<b>Aircraft Fasteners</b>		Harper Buffing Machine Company The	East Hampton	National Pipe Bending Co The	160 River St New Haven
Bland Burner Co The Thread Products Div	Hartford	<b>Auto Cable Housing</b>		<b>Bicycle Coaster Brakes</b>	
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Wiremold Company The	Hartford	New Departure Div General Motors Corp	Bristol
<b>Aircraft Instruments</b>		<b>Automatic Control Instruments</b>		<b>Bicycle Sundries</b>	
Gorn Electric Company Inc	Stamford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	New Departure Div General Motors Corp	Bristol
<b>Aircraft—Repair &amp; Overhaul</b>		<b>Automotive Bodies</b>		<b>Blackening Salts for Metals</b>	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Metropolitan Body Company	Bridgeport	Enthone Inc	New Haven
<b>Aircraft Test Equipment</b>		<b>Automotive Parts</b>		Mitchell-Bradford Chemical Co	Milford
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Bridgeport Thermostat Div Robertshaw— Fulton Controls Co (automobile thermo- stats)	Milford	<b>Black Oxide Finishing</b>	
<b>Alumilite Aluminum Sheets</b>		Eis Manufacturing Co (Hydraulic and Me- chanical)	Middletown	Black Oxide Inc	New Britain
Leed Co The H A	Hamden	Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscel- laneous Rubber)	Bridgeport	<b>Black Oxide Treatment</b>	
<b>Aluminum Bronze Castings</b>		<b>Automotive &amp; Service Station Equipment</b>		Bennett Metal Treating Co The	Elmwood
Knapp Foundry Company Inc	Guilford	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	<b>Blades</b>	
		<b>Automotive Tools</b>		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
		Eis Manufacturing Company	Middletown	<b>Blocks</b>	
		<b>Bag Sealing Machines</b>		Howard Company (cupola fire clay)	New Haven
		Derby Sealers Inc	Derby	<b>Blower Fans</b>	
		<b>Bags—Paper</b>		Colonial Blower Company	Plainville
		Continental Can Co Paper Container Div	Kensington	Spencer Turbine Co The	Hartford (Advt.)

# IT'S MADE IN CONNECTICUT

## Blower Systems

Colonial Blower Company Plainville  
Ripley Co Middletown

## Blower Wheels

Torrington Manufacturing Company The Torrington

## Blueprints and Photostats

Joseph Merritt & Co Hartford

## Boilers

Bigelow Co The New Haven

## Bolts and Nuts

Clark Brothers Bolt Co Milldale

## Boring Tools

Atrax Company The (solid carbide) Newington

## Box Board

Bird & Son Inc New Britain

Continental Can Co., Boxboard and Folding Carton Division Montville

Federal Paper Board Co Inc Montville, New Haven & Versailles

Lydall & Foulds Paper Co The Manchester

New Haven Board & Carton Co The New Haven

Robertson Paper Box Co Montville

## Boxes

Bird & Son Inc (corrugated, solid fibre, cleated containers) New Britain

Connecticut Container Corporation New Haven

Corrugated Box Division Portland

Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Durham

Middletown Mfg Co (metal) Middletown

Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

## Boxes and Crates

City Lumber Co of Bridgeport Inc The Bridgeport

## Boxes—Folding

Leshine Carton Co Branford

## Boxes—Metal

Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham

Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury

## Boxes—Paper—Folding

Atlantic Carton Corp Norwich

Bridgeport Paper Box Co Bridgeport

Carpenter-Hayes Paper Box Co Inc East Hampton

Continental Can Co., Boxboard and Folding Carton Division Montville

Curtis & Sons Inc S Sandy Hook

Folding Cartons Incorporated (paper, folding) Versailles

H J Mills Inc Bristol

National Folding Box Co Div Federal Paper Board Co Inc (paper folding) New Haven & Versailles

New Haven Board & Carton Co The New Haven

Robertson Paper Box Co Montville

Warner Bros Co The Bridgeport

## Boxes—Paper—Setup

Bridgeport Paper Box Co Bridgeport

Hemway Corporation The Waterbury

H J Mills Inc Bristol

Strouse Adler Company The New Haven

Warner Bros Co The Bridgeport

## Brake Cables

Eis Manufacturing Co Middletown

## Brake Linings

Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) Bridgeport

Russell Mfg Co (all types, Fused Fabric, Durak, Wireback, Extruded) Middletown

## Brake Service Parts

Eis Manufacturing Co Middletown

## Brass & Bronze

American Brass Co The (sheet, wire, rods, tubes) Waterbury

Bridgeport Rolling Mills Company (coil, sheet, strip) Bridgeport

Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport

Bristol Brass Corp The (sheet, wire, rods) Bristol

Chase Brass & Copper Co Waterbury

Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden

Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston

Scovill Manufacturing Company Waterbury 91

Seymour Mfg Co The (strip, sheet & wire) Seymour

Tinsheet Metals Co The (sheets and rolls) Seymour

Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

## Brass & Bronze Ingot Metal

Mitchell Smelting & Refining Co Inc Botsford  
Plume & Atwood Mfg Co The Thomaston

Whipple and Choate Company The Bridgeport

## Brass, Bronze, Aluminum Castings

Derby Castings Company, The Seymour

Victors Brass Foundry Inc Guilford

## Brass Goods

American Brass Company The Waterbury

Plume & Atwood Mfg Co The (to order) Waterbury

Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford

Scovill Manufacturing Company (to order) Waterbury 91

Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

## Brass Mill Products

American Brass Company The Waterbury

Bridgeport Brass Co Bridgeport

Chase Brass & Copper Co Waterbury

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company Waterbury 91

Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

## Breathing Equipment

Cycle-Flo Company The Milford

## Brick-Building

Donnelly Brick Co The New Britain

## Bricks—Fire

Howard Company New Haven

Mullite Works Refractories Div H K Porter Co Inc Shelton

## Bright Wire Goods

Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

## Broaching

Hartford Special Machinery Co The Hartford

## Bronze & Aluminum Castings

Knapp Foundry Company Inc (rough or machined) Guilford

## Bronze Sand Castings

Bridgeport Deoxidized Bronze Corp Bridgeport

## Brooms—Brushes

Fuller Brush Co The Hartford

## Buckles

B Schwanda & Sons Staffordville

Mae Mfg Co The Bridgeport

North & Judd Manufacturing Co New Britain

Patent Button Co The Waterbury

Risdon Manufacturing Co John M Russell Div Naugatuck

## Buffing & Polishing Compositions

Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury

Lea Mfg Co Waterbury

## Building Materials

City Lumber Co of Bridgeport Inc Bridgeport

## Burners

Plume & Atwood Mfg Co The (kerosene oil lighting) Thomaston

## Burners—Automatic

Peabody Engineering Corporation Stamford

## Burners—Coal and Oil

Peabody Engineering Corporation (Combined) Stamford

## Burners—Gas

Peabody Engineering Corporation (Blast Furnace) Stamford

## Burners—Gas and Oil

Peabody Engineering Corporation (Combined) Stamford

## Burners—Refinery

Peabody Engineering Corporation (For Gas and Oil) Stamford

## Burnishing

Abbott Ball Co The (Burnishing Barrells and Burnishing Media) Hartford

Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes) Unionville

## Burs

Atrax Company The (carbide) Newington

Pratt & Whitney Co Inc West Hartford

## Busways

Distribution Assemblies Department General Electric Co Plainville

## Buttons

B Schwanda & Sons Staffordville

Frank Parizek Manufacturing Co The Putnam

Patent Button Co The Waterbury

Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91

Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

## Cabinet Work

Hartford Builders Finish Co Hartford

## Cable—Asbestos Insulated

Rockbestos Products Corp New Haven

## Cable—Interlocked Armor

General Electric Company Bridgeport

## Cable—Nonmetallic Sheathed

General Electric Company Bridgeport

## Cable—Service Entrance

General Electric Company Bridgeport

## Cages

Andrew B Hendryx Co The (bird and animal) New Haven

## Cams

American Cam Company Inc Hartford

Hartford Special Machinery Co The Hartford

Rowbottom Machine Company Inc Waterbury

## Cams, 2 Dimensional

Mallory Industries, Inc. West Hartford

Parker-Hartford Corporation Hartford

## Cams, 3 Dimensional

Mallory Industries, Inc. West Hartford

Parker-Hartford Corporation Hartford

## Canvas Products

F B Skiff Inc Hartford

## Capacitors

Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

## Carbide Drawing Dies

State Products Co (eyelet special shape dies) Oakville

## Carbide Shape Dies

Thomaston Tool & Die Co (any form) Thomaston

## Carbide Tools

Atrax Company The (solid) Newington

Precision Tool & Die Co Waterbury

## Carbon Pile Type Resistors

Engineered Metals Manchester

## Card Clothing

Standard Card Clothing Co The (for textile mills) Stafford Springs

## Card Indexes

Wassell Organization Inc Westport

## Carpenter's Tools

Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven

## Carpet Cushion

B F Goodrich Sponge Products Division Shelton

## Carpets and Rugs

Bigelow-Sanford Carpet Co Thompsonville

## Carton Closure Equipment

Better Packages Inc ("Tape-O-Matic," "Better Pack") Shelton

## Casters

Bassick Company The (Industrial and General) Bridgeport

## Castings

Connecticut Foundry Co (grey iron) Rocky Hill

Connecticut Malleable Castings Co (malleable iron castings) New Haven

Ductile Iron Foundry Inc Stratford

Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck

Farrel-Birmingham Company Inc (Mechanite, Ansonia) Naugatuck

H R Engineering Laboratories Inc (centrifugal, steel mold) East Haddam

Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford

Malleable Iron Fittings Co (malleable iron and steel) Branford

McLagon Foundry Co (grey iron) New Haven

Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven

Nutmeg Crucible Steel Co (steel) Branford

Plainville Casting Company (gray, alloy and high tensile irons) Plainville

Producto Machine Company The Bridgeport

Sako Aluminum Castings Inc Fairfield

Scovill Manufacturing Company (Brass & Bronze) Waterbury 91

Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington

Union Mfg Co (grey iron & semi steel) Torrington

Waterbury Foundry Company The (highway & sash weights) Waterbury

Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

(Advt.)



<b>Castings—Investment</b>		
Arwood Precision Casting Corp	Groton	
<b>Cements—Refractory</b>		
Mullite Works Refractories Div	H K Porter Shelton	
<b>Centerless Grinding</b>		
Winsted Centerless Co	Winsted	
<b>Centers</b>		
Ready Tool Co The (anti friction, carbide tipped, high speed)	Stratford	
<b>Centrifugal Pumps</b>		
Hamco Inc (gasoline or electric driven)	New Haven	
<b>Cermets</b>		
Russell Mfg Co (for missiles, and for friction materials)	Middletown	
<b>Chain</b>		
Risdon Manufacturing Co John M Russel Div	Naugatuck	
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	
<b>Chain—Bead</b>		
Auto-Swage Products Inc	Shelton	
Bead Chain Mfg Co The	Bridgeport	
<b>Chain—Power Transmission and Conveying</b>		
Whitney Chain Company	Hartford	
<b>Chairs</b>		
The Hitchcock Chair Company	Riverton	
<b>Chemical Manufacturing</b>		
Carwin Company The	North Haven	
<b>Chemicals</b>		
Apothecaries Hall Company Division	Waterbury	
The Hubbard Hall Chemical Company	Shelton	
Axton-Cross Co	North Haven	
Carwin Company The	New Haven	
Macalaster Bicknell Company	Waterbury	
MacDermid Incorporated	United States	
Naugatuck Chemical Division	Naugatuck	
Rubber Co	Canaan	
New England Lime Company	Groton	
Pfizer & Co Inc Chas	Groton	
United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives)	New Haven	
<b>Chemicals—Agriculture</b>		
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	
<b>Chemists—Analytical and Consulting</b>		
Bridgeport Testing Laboratory Inc	Bridgeport	
<b>Christmas Light Clips</b>		
Foursome Manufacturing Co	Bristol	
<b>Chromium Plating</b>		
Chromium Corp of America	Waterbury	
Chromium Process Company The	Shelton	
<b>Chucks</b>		
Cushman Chuck Co The	Hartford	
Jacobs Manufacturing Co The	West Hartford	
Union Manufacturing Company	New Britain	
<b>Chucks—Drill</b>		
Jacobs Manufacturing Co The	West Hartford	
<b>Chucks &amp; Face Plate Jaws</b>		
Cushman Chuck Co The	Hartford	
Union Mfg Co	New Britain	
<b>Chucks—Power Operated</b>		
Cushman Chuck Co The	Hartford	
Union Manufacturing Company	New Britain	
<b>Circuit Breakers</b>		
Circuit Protective Devices Dept.,	General Electric Co, Plainville	
<b>Circulating Pumps</b>		
Corley Co Inc The	Plainville	
<b>Clay</b>		
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	
<b>Cleaning Compounds</b>		
Enthone Inc (Industrial)	New Haven	
MacDermid Incorporated	Waterbury	
<b>Clock Mechanisms</b>		
Lux Clock Mfg Co The	Waterbury	
<b>Clocks</b>		
E Ingraham Co The	Bristol	
Seth Thomas Clocks	Thomaston	
United States Time Corporation The	Waterbury	
<b>Clocks—Alarm</b>		
Lux Clock Mfg Co The	Waterbury	
<b>Clocks—Automatic Cooking</b>		
Lux Clock Mfg Co, The	Waterbury	
<b>Clutches</b>		
Snow-Nabstedt Gear Corp The	New Haven	
<b>Clutch Facings</b>		
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	
Russell Mfg Co (rubber Shock Cord—all sizes and types)	Middletown	
<b>Coatings</b>		
Biachoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	
<b>Coil Winding Machines</b>		
Boesch Mfg Co Inc	Danbury	
<b>Coils—Electric</b>		
Bittermann Electric Company	Canaan	
<b>Coils—Pipe or Tube</b>		
National Pipe Bending Co The	160 River St New Haven	
Whitlock Manufacturing Co The	Hartford	
<b>Cold Molded Electrical Insulation</b>		
Meriden Molded Plastics	Meriden	
<b>Commercial Heat Treating</b>		
A F Holden Company The	52 Richard St West Haven	
<b>Commercial Truck Bodies</b>		
Metropolitan Body Company	Bridgeport	
<b>Compacts</b>		
Scovill Manufacturing Company (powder and rouge)	Waterbury	
<b>Comparators</b>		
Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit)	West Hartford	
<b>Compressors</b>		
Norwalk Company Inc (high pressure air and gas)	South Norwalk	
<b>Computers</b>		
Reflectone Corporation The	Stamford	
<b>Concrete Products</b>		
Plasticrete Corp	Hamden	
<b>Condenser and Heat Exchanger Tubes</b>		
Bridgeport Brass Company	Bridgeport	
Scovill Manufacturing Company	Waterbury	
<b>Cones</b>		
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic	
<b>Connector</b>		
Gorn Electric Co Inc (precision miniature electrical and printed circuit)	Stamford	
<b>Consulting Engineers</b>		
McNeal J D (Electrical and Electronic)	New Haven	
Stanley P Rockwell Co Inc The (Consulting)	296 Homestead Ave Hartford	
<b>Continuous Mill Gages</b>		
Pratt & Whitney Co Inc	West Hartford	
<b>Contract Machining</b>		
Laurel Mfg Co Inc (Precision Production Small Parts)	Plainville	
Malleable Iron Fittings Company	Branford	
<b>Contract Manufacturers</b>		
Fenn Mfg Co The (Precision Machine Work)	Newington	
Greist Mfg Co The (metal parts and assemblies)	503 Blake St New Haven	
Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	
Plume & Atwood Mfg Co The (metal parts and assemblies)	Thomaston	
Scovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	
J H Sessions & Son	Bristol	
<b>Controllers</b>		
Bristol Company The	Waterbury	
Manning Maxwell & Moore Inc	Stratford	
<b>Controls—Remote</b>		
Parish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	
<b>Controls Remote, Hydraulic</b>		
Sperry Products Inc	Danbury	
<b>Converters DC to AC</b>		
Electric Specialty Co	Stamford	
<b>Conveyor Systems</b>		
Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor)	Unionville	
Leeda Conveyor Mfg Co The	East Haven	
Production Equipment Co	Meriden	
<b>Copper</b>		
American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	
Bristol Brass Corp The (steel)	Bristol	
Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	
Thinsheet Metals Co The (sheet and rolls)	Waterbury	
Western Brass Mills Div Olin	Matheson	
Chemical Corp	New Haven	
<b>Copper Castings</b>		
Knapp Foundry Company Inc	Guilford	
<b>Copper Sand Castings</b>		
Bridgeport Deoxidized Bronze Corp	Bridgeport	
<b>Copper Sheets</b>		
American Brass Company The	Waterbury	
New Haven Copper Co The	Seymour	
<b>Copper Shingles</b>		
New Haven Copper Co The	Seymour	
<b>Copperware</b>		
Bridgeport Brass Company (cooking utensils)	Bridgeport	
<b>Copper Water Tube</b>		
American Brass Company The	Waterbury	
Bridgeport Brass Co	Bridgeport	
<b>Cord</b>		
Russell Mfg Co The (marine & aero shock)	Middletown	
<b>Cords—Asbestos Insulated</b>		
General Electric Company	Bridgeport	
<b>Cords—Braided</b>		
General Electric Company	Bridgeport	
<b>Cords—Heater</b>		
General Electric Company	Bridgeport	
<b>Cords—Portable</b>		
General Electric Company	Bridgeport	
<b>Cord Sets—Electric</b>		
General Electric Company	Bridgeport	
Seeger-Williams Inc	Bridgeport	
<b>Cork Cots</b>		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
<b>Correspondence Files</b>		
Wassell Organization Inc	Westport	
<b>Corrugated Box Manufacturers</b>		
Connecticut Container Corporation	New Haven	
Corrugated Containers Inc	Hartford	
<b>Corugated Shipping Cases</b>		
Connecticut Container Corporation	New Haven	
Continental Can Co., Fibre Drum and Corrugated Box Division	Portland	
D L & D Container Corp	87 Shelton Ave New Haven	
<b>Cosmetic Containers</b>		
Eyelet Specialty Co The	Waterbury	
Plume & Atwood Mfg Co The (metal)	Thomaston	
Scovill Manufacturing Company	Waterbury	
<b>Cosmetics</b>		
J B Williams Co The	Glastonbury	
<b>Cotton and Asbestos Wicking</b>		
Bland Burner Co The	Hartford	
<b>Counting Devices</b>		
Veeder-Root Inc	Hartford	
<b>Couplings</b>		
Scovill Manufacturing Company (hose and tube)	Waterbury	
<b>Crushers</b>		
Farrel-Birmingham Company Inc (Stone and Ore)	Ansonia	
<b>Cups—Paper</b>		
Continental Can Co Paper Container Div	Kensington	
<b>Cushioning for Packaging</b>		
Gilman Brothers Co The	Gilman	
<b>Cut Stone</b>		
Dextone Company	New Haven	
<b>Cutters</b>		
Atrax Company The (solid carbide)	Newington	
Mitrametric Co The (ground pinion)	Torrington	
Pratt & Whitney Co Inc (Milling Cutters all types)	West Hartford	
<b>Cutting &amp; Creasing Rule</b>		
Bartholomew Co H J	Bristol	
<b>Decalcomanias</b>		
Sirocco Screenprints	New Haven	
<b>Deep Hole Drilling &amp; Reaming</b>		
Hamden Deep Hole Drilling Co	Hamden	
Wilson Arms Co The	Hartford (Advt.)	



# IT'S MADE IN CONNECTICUT

**Deep Drawings**  
Stanley Pressed Metal New Britain

**Delayed Action Mechanism**  
M H Rhodes Inc Hartford  
R W Cramer Company Inc The Centerbrook

**Deminerallizers**  
Crystal Research Laboratories Hartford

**Design**  
Designers for Business and Industry (product design-appearance) New Haven

**Design & Drafting Service**  
Smith & Winchester Mfg Co The South Windham

**Diamonds—Industrial**  
Diamond Tool and Die Works Hartford

**Dictating Machines**  
Dictaphone Corporation Bridgeport  
Gray Manufacturing Company The Hartford  
SoundScriber Corporation The New Haven

**Die Cast Dies**  
C & F Tool & Die Corp Bridgeport

**Die Castings**  
Newton-New Haven Co Inc New Haven

**Die Casting Dies**  
ABA Tool & Die Co Manchester  
Eastern Machine Screw Corp The Truman & New Haven  
Barclay Sts Derby  
Weimann Bros Mfg Co The

**Die Heads—Self Opening**  
Eastern Machine Screw Corp The New Haven  
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

**Die Polishing Machinery**  
Hartford Special Machinery Co The Hartford

**Die Sets**  
Pratt & Whitney Co Inc (Precision) West Hartford  
Producto Machine Company The Bridgeport  
Union Mfg Co (precision, steel and semi-steel) New Britain

**Die Sinkers**  
Pratt & Whitney Co Inc West Hartford

**Dies**  
Hoggaon & Pettis Mfg Co The 141 Brewery St New Haven  
Mitrametric Co The (ground for gears) Torrington  
Pratt & Whitney Co Inc (Monocone and Ducone Dies) West Hartford

**Dies & Die Cutting**  
Douglas Co Geo M New Haven

**Display Containers**  
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) New Haven and Versailles

**Displays—Design & Production**  
Ad-Craft Displays, Inc. Bloomfield  
Stifel & Kufta New Britain

**Displays—Metal**  
Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham  
Merriam Mfg Co (Contract Work to Individual Specifications) Durham  
Parsons Co Inc W A (custom designed)

**Distribution Centers**  
Distribution Assemblies Department, General Electric Co Plainville

**Door Closers**  
Sargent & Company New Haven  
Yale & Towne Mfg Co The Stamford

**Doors**  
Bilco Co The (metal, residential and commercial) West Haven

**Dowel Pins**  
Allen Manufacturing Co The Hartford  
Holo-Krome Screw Corp The West Hartford

**Drafting Accessories**  
Joseph Merritt & Co Hartford

**Draft Inductors**  
Corley Co Inc The Plainville

**Drill Presses**  
Townsend Mfg Co The H P Elmwood

**Drilling Machines**  
Howe & Fant Inc (Turret Type) East Norwalk  
Pratt & Whitney Co Inc (Deep Hole) West Hartford

**Drilling and Tapping Machinery**  
Hartford Special Machinery Co The Hartford

**Drop Forgings**  
Atwater Mfg Co Plantsville  
Billings & Spencer Co The Hartford  
Consolidated Industries West Cheshire  
Wilcox Crittenden & Co Inc Middletown

**Druggists' Rubber Sundries**  
Seamless Rubber Company The New Haven

**Duplicating Machines—Automatic**  
Pratt & Whitney Co Inc West Hartford

**Duplicator Tables**  
Regent Machine Co Bridgeport

**Elastic**  
Russell Mfg Co (rubber shock cord—all sizes and types) Middletown

**Electric Cables**  
General Electric Company (for residential, commercial and industrial applications) Bridgeport  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Cord Springs**  
Bristol Spring Manufacturing Co Plainville

**Electric Cords**  
General Electric Company Bridgeport  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Eye Control**  
Ripley Company Inc Middletown

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Hand Irons**  
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

**Electric Heating Elements**  
Hartford Element Co Hartford

**Electric Ignition Harnesses**  
General Electric Company Bridgeport

**Electric Insulation**  
Case Brothers Inc Manchester  
Stevens Paper Mills Inc The Windsor

**Electric Lighting Fixtures**  
Fan-Craft Mfg Co (residential, church, post lanterns) Plainville  
Plume & Atwood Mfg Co The Thomaston  
Wasley Products Inc Plainville

**Electric Motor Controls**  
Arrow-Hart & Hegeman Electric Co The Hartford

**Electric Motor Winding**  
Monarch Electric Co (3 phase industrial motors) New Britain

**Electric Motor Repair**  
B & J Electric Co Ansonia

**Electric Motors**  
Monarch Electric Co (Allis Chalmers) New Britain

**Electric Signs**  
Berger Sign Co Hartford

**Electric Switches**  
Arrow-Hart & Hegeman Electric Co The Hartford

**Electric Time Controls**  
Cramer Controls Corporation The Centerbrook

**Electric Underfloor Duct System**  
General Electric Company Bridgeport

**Electric Wire**  
General Electric Company Bridgeport  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Wiring Devices**  
Arrow-Hart & Hegeman Electric Co The Hartford

**Electrical Appliances**  
Iona Manufacturing Company The Manchester

**Electrical Conduit Fittings & Grounding Specialties**  
Gillette-Vibber Company The New London

**Electrical Control Apparatus**  
Plainville Electrical Products Co The Plainville

**Electrical Controls**  
Monarch Electric Co (Allis Chalmers) New Britain

**Electrical Motors**  
Electric Specialty Co Stamford  
Iona Manufacturing Company The Manchester  
U S Electrical Motors Inc Milford

**Electrical Recorders**  
Bristol Co The Waterbury

**Electrical Relays and Controls**  
Allied Control Co Plantsville

**Electrical Switchboards**  
Plainville Electrical Products Co The Plainville  
Pneumatic Applications Co Simsbury

**Electrical Test Equipment**  
McNeal J D New Haven

**Electrical Wiring Systems**  
Wiremold Co The Hartford

**Electronic Parts**  
Patent Button Company The Waterbury  
Prentice Mfg Co The G E (stampings to customers' specifications) Kensington  
Terryville Manufacturing Co (Stampings to customer specifications) Terryville

**Electronics**  
Gray Manufacturing Company The Hartford  
McNeal J D New Haven  
Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases) Middletown  
Ripley Co Middletown  
Sturup Larabee & Warmers Inc Middletown

**Electroplating**  
Giering Metal Finishing Inc Hamden  
National Sherardizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

**Electroplating—Equipment & Supplies**  
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury  
Comco Inc Div of Enthone Inc New Haven  
Lea Manufacturing Co The Waterbury  
MacDermid Incorporated Waterbury

**Electroplating Processes & Supplies**  
Enthone Inc New Haven

**Electrotypes**  
Barnum-Hayward Electrotpe Co Inc New Haven  
Lockwood Sons Inc Wm H Hartford  
New Haven Electrotpe Div Electrographic Corp New Haven

**Elevators**  
Eastern Elevator Co (passenger and freight) New Haven  
General Elevator Service Co Hartford

**Enameling**  
Giering Metal Finishing Inc Hamden  
Waterbury Plating Company Waterbury

**Enamels & Lacquers**  
Dobbs Chemical Co The (industrial finishes to customers' specifications) New Haven

**End Milling Cutters**  
Pratt & Whitney Co Inc West Hartford

**End Mills**  
Atrax Company The (solid carbide) Newington

**Engraving—Plastic and Nonferrous Metals**  
Salisbury Products Inc Lakeville

**Envelopes**  
Curtis 1000 Inc Hartford  
United States Envelope Company Hartford Division Hartford

**Envelopes—Stock and Special**  
Continental Can Co Paper Container Div Kensington

**Extractors—Tap**  
Walton Company The West Hartford (Advt.)

## Extruders and Accessories

Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

**Eyelets**  
American Brass Company The Waterbury  
Mark Eyelet & Stamping Co (small-metal stampings) Wolcott  
Platt Bros & Co The P O Box 1030 Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company Waterbury 91  
Stevens Co Inc Waterbury  
Waterbury Companies Inc Waterbury  
**Eyelets, Ferrules and Wiring Terminals**  
American Brass Company The Waterbury  
Waterbury Companies Inc Waterbury

**Eyelet Machine Products**  
American Brass Company The Waterbury  
Ball & Socket Mfg Co The West Cheshire  
Cold Forming Mfg Co The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Stevens Co Inc Waterbury  
Waterbury Companies Inc Waterbury

**Fabricators**  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

**Fabrics**  
Russell Mfg Co (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics) Middletown

**Fan Blades**  
Torrington Manufacturing Company The Torrington

**Fancy Dress Buttons and Buckles**  
Waterbury Companies Inc Waterbury

**Fans—Electric**  
General Electric Company Bridgeport  
Monarch Electric Co (attic, industrial and ventilating) New Britain

**Fasteners—Aircraft**  
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

**Fasteners—Laundry Proof**  
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Fasteners—Slide & Snap**  
G E Prentice Mfg Co The Kensington  
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

**Felt**  
Auburn Manufacturing Company The (mechanical, cut parts) Middletown  
Drycor Felt Company (paper makers and industrial) Staffordville

**Felt—All Purpose**  
American Felt Co (Mill & Cutting Plant) Glenville  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Fenders—Boat**  
B F Goodrich Sponge Products Division Shelton  
**Fiber-glass Fabrication**  
Davis Co The E J West Haven

**Fibre Board**  
Bird & Son Inc New Britain  
Case Brothers Inc Manchester  
Colonial Board Company Manchester  
C H Norton Co The North Westchester  
Stevens Paper Mills Inc The Windsor

**File Cards**  
Standard Card Clothing Co The Stafford Springs

**Filing Equipment**  
Wassell Organization Inc Westport

**Filters—Fluid**  
Cuno Engineering Corp The Meriden

**Filters—Liquid**  
Alsop Engineering Corporation Milldale

**Finger Nail Clippers**  
H C Cook Co The 32 Beaver St Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Inc Hartford  
Junior Screw Machine Products Inc West Haven  
Marlin Firearms Co The New Haven  
O F Mosberg & Sons Inc New Haven  
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven

**Firearms Accessories**  
Poly Choke Co Inc The East Hartford

**Fire Alarm Systems**  
Fire-Lite Alarms Inc New Haven

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
American Windshield & Specialty Co The 881 Boston Post Road Milford  
John P Smith Co The (screens) 423-33 Chapel St New Haven

**Fireproof Floor Joists**  
Dextone Company New Haven

**Fireworks**  
M Backes' Sons Inc Wallingford

**Fishing Tackle**  
H C Cook The 32 Beaver St Ansonia

**Flashlights**  
Bridgeport Metal Goods Mfg Co Bridgeport  
Electrical Div Olin Mathieson Chemical Corp New Haven

**Flat Springs**  
Bristol Spring Manufacturing Co Plainville  
Gemco Manufacturing Co Inc Southington

**Flexible Shaft Machines**  
Pratt & Whitney Co Inc West Hartford

**Floot Switches**  
Gorn Electric Co Inc (for aircraft and commercial use) Stamford

**Floor & Ceiling Plates**  
Beaton & Cadwell Mfg Co The New Britain

**Fluorescent Lighting Equipment**  
Fullerton Manufacturing Corp Norwalk  
Vanderman Manufacturing Co The Willimantic  
Wiremold Company The Hartford

**Foam Rubber**  
Armstrong Rubber Company The West Haven

**Forgings**  
Atwater Manufacturing Company Plantsville  
Billings & Spencer Company Hartford  
Capewell Manufacturing Company Hartford  
Clark Brothers Bolt Co Milldale  
Consolidated Industries Inc West Cheshire  
Heppenstall Co (all kinds and shapes) Bridgeport  
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

**Foundries**  
Connecticut Malleable Castings Co (malleable iron castings) New Haven  
Derby Castings Company, The Seymour  
Ductile Iron Foundry Inc Stratford  
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia  
Hartford Electric Steel Corp The Hartford  
Malleable Iron Fittings Co (Malleable Iron and Steel Castings) Branford  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Producto Machine Company The Bridgeport  
Smith & Winchester Mfg Co The South Windham  
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington  
Union Mfg Co (gray iron & semi steel) Torrington

**Wilcox Crittenden & Co Inc** (iron, brass, aluminum and bronze) New Britain  
Middletown

**Fountain Pens and Mechanical Pencils**  
Waterman Pen Company Inc Seymour

**Foundry Riddles**  
John P Smith Co The 423-33 Chancel St New Haven

**Four Slide Forms**  
Peck Spring Co Plainville

**Frames—Hack Saw**  
Thompson & Son Co The Henry G New Haven

**Fuel Oil Pump and Heater Sets**  
Peabody Engineering Corporation Stamford

**Furnaces**  
Norwalk Airconditioning Corp South Norwalk

**Gage Blocks**  
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Gaskets**  
Auburn Manufacturing Company The (from all materials) Middletown  
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Gaskets—Insulation**  
American Felt Co Glenville

**Gas Range Conversion Burner**  
Holyoke Heater Corp of Conn Inc Hartford

**Gas Scrubbers, Coolers and Absorbers**  
Peabody Engineering Corporation Stamford

**Gauges**  
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

**Manning Maxwell & Moore Inc** Stratford  
New Haven Trap Rock Co The Machine Products Div (Johan Universal and Special Purpose Gauge) North Branford  
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

**Gears**  
Mitrametric Co The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
Farrel-Birmingham Company Inc Ansonia  
Fenn Mfg Co The Newington  
Hartford Special Machinery Co The Hartford  
United Gear & Machine Co Suffield

**Generators**  
Hamco Inc (electric, portable, gasoline driven) New Haven

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Cutters**  
Fletcher-Terry Co The Forestville

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven

**Grinding**  
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia  
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford  
Horberz Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

**Grinding Heads—Internal**  
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

**Grinding Machines**  
Farrel-Birmingham Company Inc (Roll) Ansonia  
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**  
American Brass Company The Waterbury  
Plume & Atwood Mfg Co The Waterbury

**Guards for Machinery**  
Wheeler Co The G E New Haven

**Hack and Band Saw Blades**  
Capewell Manufacturing Co The Hartford

**Hair Hygiene Preparations**  
Parker Herberx Corporation Stamford

**Hammers—Carpenters and Machinists**  
Capewell Manufacturing Company Hartford

**Hand Tools**  
Billings and Spencer Company (wrenches sockets and shop tools) Hartford  
Bridgeport Hdwe Mfg. Corp The (nail pullers, scout axes, box opening tools, towels, coping saws, putty knives) Bridgeport

**Hardness Testers**  
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

**Hardware**  
Bassick Company The (Automotive) Bridgeport  
City Lumber Co of Bridgeport Inc Bridgeport

**Gordon Associates** Derby  
Harlock Products Corp New Haven  
Sargent & Company New Haven  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
Yale & Towne Mfg Co The Stamford

**Hardware—Marine & Bus**  
Rostand Mfg Co The Milford

**Hardware—Trailer Cabinet**  
Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol  
Yale & Towne Mfg Co The Stamford

**Hat Machinery**  
Doran Bros Inc Danbury

**Health Surgical & Orthopedic Supplies**  
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

**Heat Elements**  
Electroflex Heat Inc Hartford  
Safeheat Heat Elements Inc (woven wire resistance type) Middletown

**Heat Exchangers**  
Whitlock Manufacturing Co The Hartford

**Heat Treating**  
Bennett Metal Treating Co The Elmwood  
1045 New Britain Ave Bridgeport  
Commercial Metal Treating Co Bridgeport  
New Britain-Griddle Machine Division The New Britain Machine Co New Britain  
New Haven Heat Treating Co, Inc. New Haven  
Skene Co Inc The William A (metals) Bridgeport

**Stanley P Rockwell Co Inc The** 296 Homestead Ave Hartford (Advt.)

# IT'S MADE IN CONNECTICUT

## Heat-Treating Equipment

Barnes Co The Wallace Div Associated Spring Corp  
Bristol  
Bauer & Company Inc Hartford  
Rolock Inc (Retorts, Muffles, etc.) Fairfield  
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford

## Heat Treating Fixtures

Rolock Inc (Trays, Baskets, etc.) Fairfield  
Wiretex Mfg Co Inc Bridgeport

## Heat Treating Salts and Compounds

Mitchell-Bradford Chemical Co Milford

## Heaters—Electric

General Electric Company Bridgeport

## Heating and Cooling Coils

G & O Manufacturing Co New Haven

## Heating Elements

Hartford Element Co Hartford

## Heavy Chemicals

Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

## Heavy Machinery

Smith & Winchester Mfg Co The South Windham

## Hex-Socket Screws

Allen Manufacturing Company The Hartford  
Bristol Company The Waterbury  
Holo-Krome Screw Corp The West Hartford

## High Frequency Alternators

Electric Specialty Co Stamford

## Highway Guard Rail Hardware

Malleable Iron Fittings Co Branford

## Hinges

Homer D Bronson Company Beacon Falls

## Hobs and Hobblings

ABA Tool & Die Co Manchester  
Pratt & Whitney Co Inc (Die and Thread milling) West Hartford

## Hoists and Trolleys

Union Mfg Company New Britain

## Hose Fittings

Scovill Manufacturing Company Waterbury

## Hose—Flexible Metallic

American Brass Co  
American Metal Hose Branch Waterbury

## Hose Supporter Trimmings

Hawle Mfg Co The (Se-Lo Grip Tabs) Bridgeport

## Hydraulic Brake Fluids

Eis Manufacturing Co Middletown

## Hypodermic Needles

Roehr Products Company Waterbury

## Impregnating

American Metaseal Inc (metal, wood, etc.) Hamden

## Industrial Chrome Plating

Mirror Polishing & Buffing Co Waterbury

## Industrial Displays

Sansone Co S Frederick (Designers Builders and Counselors) Short Beach

## Industrial Finishes

Chemical Coatings Corporation Rocky Hill

## Inhalators

Cycle-Flo Company The Milford

## Inks

Waterman Pen Company Inc Seymour

## Insecticides

American Cyanamid Company Waterbury

## Installment Payment Books

Wassell Organization Inc Westport

## Insulated Wire & Cable

General Electric Company (for residential commercial and industrial applications) Bridgeport

Kerite Company The Seymour

## Insulated Wire & Cable Machinery

Davis Electric Company Wallingford

## Instruments

Bristol Company The Waterbury  
J-B-T Instruments Inc New Haven  
Manning Maxwell & Moore Inc Stratford  
Pratt & Whitney Co Inc (Precision Measuring) West Hartford

## Integrators

Reflectone Corporation The Stamford

## Interval Timers

Lux Clock Manufacturing Company Waterbury  
Rhodes Inc M H Hartford

## Jacquard

Case Brothers Inc Manchester

## Japanning

H Sessions & Son Bristol

## Jig Borer

Linley Brothers Company Bridgeport  
Moore Special Tool Co (Moore) Bridgeport  
Pratt & Whitney Co Inc West Hartford

## Jigs, Fixtures & Gages

Federal Machine & Tool Co Bristol

## Jig Grinder

Moore Special Tool Co (Moore) Bridgeport

## Junior Automobiles

Power Car Company Mystic

## Keller Machines

Pratt & Whitney Co Inc West Hartford

## Key Blanks

Sargent & Company New Haven  
Yale & Towne Mfg Co The Stamford

## Labels

Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck

## Label Dispensers

Derby Sealers Inc (pressure-sensitive labels) Derby

## Label Moisteners

Better Packages Inc ("Counterboy"—"Packer") Shelton  
Derby Sealers Inc Derby

## Laboratory Equipment

Eastern Industries Inc New Haven

## Laboratory Supplies

Macalaster Bicknell Company New Haven

## Laces

American Fabrics Company The Bridgeport  
Wilcox Lace Corporation Middletown

## Laces and Nettings

Wilcox Lace Corporation The Middletown

## Lacquers & Synthetic Enamels

Chemical Coatings Corporation Rocky Hill  
I-Sis Chemicals Inc Stamford

## Ladders

A W Flint Co 196 Chapel St New Haven

## Laminated Metal

Bridgeport Brass Company Bridgeport

## Lamps

Plume & Atwood Mfg Co The (metal oil) Waterbury

## Lampholders—Incandescent and Fluorescent

General Electric Company Bridgeport

## Lamp Shades

Verplex Company The Essex

## Lanterns—Battery Operated

Electrical Div Olin Mathieson Chemical Corp New Haven

## Lathes—Hydra Feed

Bullard Co The (automatic tracer on multiple tool) Bridgeport

## Lathes—Man-Au-Trol

Bullard Company The (single spindle-auto-matic) Bridgeport

## Lathes—Multi-Au-Matic

Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

## Lathes—Toolroom and Automatic

Pratt & Whitney Co Inc West Hartford

## Lathes—Vertical Turret

Bullard Company The (single spindle) Bridgeport

## Lead Plating

Christie Plating Co The Groton

## Leather

Norwich Leather Co Norwich  
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

## Leather Dog Furnishings

Andrew B Hendryx Co The New Haven  
The Smith-Worthington Saddlery Co Hartford

## Leather Goods Trimmings

G E Prentice Mfg Co The Kensington

## Leather, Mechanical

Auburn Manufacturing Company The (pack-ings, cubs, washers, etc) Middletown

## Letterheads

Lehman Brothers Inc (designers, engravers, lithographers) New Haven

## Levels—Machinist's Precision

Bullard Company The Bridgeport

## Lighting Accessories—Flourescent

General Electric Company Bridgeport

## Lighting Equipment

Fullerton Manufacturing Corp Norwalk  
Miller Co The (Miller, Ivanhoe) Meriden

## Lime

New England Lime Company Canaan

## Lipstick Cases

Scovill Manufacturing Company Waterbury

## Lipstick Containers

Bridgeport Metal Goods Mfg Co Bridgeport  
Plume & Atwood Manufacturing Co Waterbury

## Lithographers

O'Toole & Sons Inc T Stamford

## Lithographing

Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford  
Lehman Brothers Inc New Haven  
A D Steinbach & Sons New Haven

## Locks—Banks

Yale & Towne Mfg Co The Stamford

## Locks—Builders

Sargent & Company New Haven  
Yale & Towne Mfg Co The Stamford

## Locks—Cabinet

Excelsior Hardware Co The Stamford  
Yale & Towne Mfg Co The Stamford

## Locks—Special Purpose

Yale & Towne Mfg Co The Stamford

## Locks—Suitcase and Trimmings

Excelsior Hardware Co The Stamford

## Locks—Trunk

Excelsior Hardware Co The Stamford  
Yale & Towne Mfg Co The Stamford

## Locks—Zipper

Excelsior Hardware Co The Stamford

## Loom—Non-Metallic

Wiremold Company The Hartford

## Lubricating System—Mist

Thompson & Son Co The Henry G New Haven

## Lumber & Millwork Products

City Lumber Co of Bridgeport Inc Bridgeport

## Machetes

Collins Company The Collinsville

## Machine Design

Black Rock Mfg Company The Bridgeport

## Machine Shop Fabrication

Smith & Winchester Mfg Co The South Windham (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

## Machine Tools

Bullard Company The Bridgeport  
Farrel-Birmingham Company Inc Ansonia  
Pratt & Whitney Co Inc West Hartford  
Producto Machine Company The Bridgeport

## Machine Work

Banthin Engineering Co Bridgeport  
Black Rock Mfg Company The Bridgeport  
Farrel-Birmingham Company Inc Ansonia  
Fenn Manufacturing Company The (precision parts) Newington  
Hartford Special Machinery Co The (contract work only) Hartford  
National Sheradizing & Machine Co (job) Hartford  
Parker-Hartford Corporation Hartford  
Swan Tool & Machine Co The Hartford  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

## Machinery

Fenn Manufacturing Company The (special) Newington  
Hallden Machine Company The (mill) Thomaston  
Torrington Manufacturing Co The (mill) Torrington

## Machinery—Automatic

Banthin Engineering Company (new and rebuilt) Bridgeport

## Machinery—Bolt and Nut

Waterbury Farrel Foundry & Machine Co The Waterbury

## Machinery—Cold Heading

Waterbury Farrel Foundry & Machine Co The Waterbury

## Machinery Dealers & Rebuilders

Rotwink Brothers New Haven  
J L Lucas and Son Fairfield  
State Machinery Co Inc New Haven

## Machinery—Extruding

Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

## Machinery—Metal-Working

Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury  
Pratt & Whitney Co Inc West Hartford

## Machinery—Nut

Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

## Machinery—Screw and Rivet

Waterbury Farrel Foundry & Machine Co The Waterbury

## Machinery—Wire Drawing

Fenn Mfg Co The Newington  
Waterbury Farrel Foundry & Machine Co The Waterbury

## Machinery—Wire Straightening

Mettler Machine Tool Inc New Haven

## Machinery—Wire Straightening and Cutting

Mettler Machine Tool, Inc. New Haven

## Machines

Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport  
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) New Britain  
Patent Button Company The Bridgeport

## Machines Automatic

Globe Tapping Machine Co Bridgeport  
A H Nilson Mach Co The (Special) Bridgeport

## Machines—Automatic Chucking

Bullard Company The Bridgeport  
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain  
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

## Machines—Brushing

Fuller Brush Co The Hartford

## Machines—Contn-U-Matic

Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport

## Machines—Draw Benches

Fenn Manufacturing Company The Newington

## Machines—Forming

A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

## Machines—Paper Ruling

John McAdams & Sons Inc Norwalk

## Machines—Precision Boring

New Britain-Gridley Machine Division The New Britain Machine Co New Britain

## Machines—Rolling

Fenn Manufacturing Company The Newington

## Machines—Slotting

Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

## Machines—Spacing Table

Bullard Company The Bridgeport

## Machines—Special

Fenn Mfg Co The Newington  
Fuller Brush Co The Hartford

## Machines—Swaging

Fenn Manufacturing Company The Newington

## Machines—Thread Rolling

Hartford Special Machinery Co The Hartford  
Peterson Division, Mettler Machine Tool, Inc. New Haven  
Waterbury Farrel Foundry & Machine Co The Waterbury

## Machines—Turks Head

Fenn Manufacturing Company The Newington

## Machines—Wire Drawing

Fenn Manufacturing Company The Newington

## Machining—Horizontal Boring

Tucker Machine Co North Haven

## Manganese Bronze Ingot

Whipple and Choate Company Bridgeport

## Mankure Instruments

W E Bassett Company The Derby

## Marine Equipment

Wilcox-Crittenden Div North & Judd Mfg Co Middletown

## Marine Reserve Gears

Snow-Nabstedt Gear Corp The New Haven

## Marking Devices

Cooney Engraving Co Branford  
Hoggson & Pettis Mfg Co The New Haven  
Parker-Hartford Corporation (steel) Hartford

## Marking Tools

Parker-Hartford Corporation Hartford

## Materials Handling

Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) Unionville  
Parsons Co Inc W A (tote pans) Durham

## Mats—Newspaper

Lockwood Sons Inc Wm H Hartford

## Mattresses

Waterbury Mattress Co Waterbury

## Metal Boxes

Parsons Co Inc W A (tool kits) Durham

## Metal Boxes and Displays

Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham  
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham  
Middletown Mfg Co Middletown

## Metal Cleaners

Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury

## Enthone Inc

MacDermid Incorporated New Haven

## Metal Displays

Durham Mfg Co The Durham

## Metal Finishes

Enthone Inc New Haven  
Mitchell-Bradford Chemical Co Milford

## Metal Finishing

Hartford Industrial Finishing Co Hartford  
National Sheradizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

## Metal Formings

Master Engineering Company West Cheshire  
Stanley Pressed Metal New Britain

## Metallurgists

Bridgeport Testing Laboratory Inc Bridgeport

## Metal Mouldings

Leed Co The H A Hamden

## Metal Novelties

H C Cook Co The 32 Beaver St Ansonia

## Metal Products—Stampings

American Brass Company The Waterbury  
Plume & Atwood Manufacturing Co Thomaston  
Prentice Mfg Co The G E Kensington  
J H Sessions & Son Bristol  
Scovill Manufacturing Company (Made-to-Order) Waterbury 91  
Stanley Pressed Metal New Britain

## Metal Specialists

Excelsior Hardware Co The Stamford

## Metal Spinning

Moseley Metal Crafts Inc West Hartford

## Metal Stampings

American Brass Company The Waterbury  
Better Formed Metals Inc Waterbury  
DooVal Tool & Mfg Inc The Naugatuck  
Excelsior Hardware Co The Stamford  
Greist Mfg Co The 503 Blake St New Haven  
H C Cook Co The 32 Beaver St Ansonia  
Stanley Humason Inc Forestville  
Mohawk Mfg Co (threaded) Middletown  
J A Otterbein Company The (metal fabrications) Middletown  
J H Sessions & Son Bristol  
Patent Button Co The Waterbury  
G E Prentice Mfg Co The Kensington  
Plume & Atwood Mfg Co The Thomaston  
Saling Manufacturing Company Unionville  
Stanley Pressed Metal New Britain  
Swan Tool & Machine Co The Hartford  
Terryville Manufacturing Co Terryville  
Verplex Company The (Contract) Essex  
Waterbury Lock & Specialty Co The Milford

## Meters—Gas

Sprague Meter Company Bridgeport

## Meters—Parking

Rhodes Inc M H Hartford

## Microfilming

American Microfilming Service Co. New Haven  
Cine-Video Productions Inc Milford

## Milk Bottle Carriers

John P Smith Co The 423-33 Chapel St New Haven

## Mill Machinery

Torrington Manufacturing Company The Torrington

## Milling Machines

Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

## Mill Products

Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

## Mill Supplies

Wilcox-Crittenden Div North & Judd Mfg Co Middletown

## Millwork

Hartford Builders Finish Co Hartford

## Miniature Precision Connectors

Gorn Electric Co Stamford

## Minute Minders

Lux Clock Mfg Co The Waterbury

## Mirror Rosettes and Hangers

Waterbury Companies Inc Waterbury

## Mixers—Liquid

Alsop Engineering Corporation Milldale

## Mixing Equipment

Eastern Industries Inc New Haven  
Gabb Special Products Inc Windsor Locks

## Model Work

B & N Tool & Engineering Co (instruments and timing devices) Oakville

## Mops

Fuller Brush Co The Hartford (Advt.)



# IT'S MADE IN CONNECTICUT

**Motion Picture Equipment**  
Victor Animatograph Corp a div of Kalart  
(6mm sound and silent projectors film  
splicers and rewinders) Plainville

**Motion Pictures**  
Cine-Video Productions Inc Milford

**Motor Control Centers**  
Distribution Assemblies Department, General  
Electric Co Plainville

**Motor-Generator Sets**  
Electric Specialty Co Stamford

**Motor Overload Protectors**  
Sperry Products Inc Danbury

**Motors-Electric Timing**  
Cramer Controls Corporation The Centerbrook

**Motors-Synchronous**  
Cramer Controls Corporation The Centerbrook  
Electric Specialty Co Stamford

**Moulded Plastic Products**  
Butterfield Inc T F Naugatuck  
Patent Button Co The Waterbury  
Scott & Sons Mfg Co Geo. S. Wallingford  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The 117 Echo Watertown

**Mouldings**  
Himmel Brothers Co The (architectural, metal  
and store front) Hamden

**Moulds**  
ABA Tool & Die Co Manchester  
Hoggson & Pettis Mfg Co The (steel) New Haven  
114 Brewery St

**Name Plates**  
Cooney Engraving Co Branford  
Seton Name Plate Co (metal & plastic name  
plates and identification tags) New Haven

**Napper Clothing**  
Standard Card Clothing Co The (for textile  
mills) Stafford Springs

**Nettings**  
Wilcox Lace Corp The Middletown

**Newspaper Mats**  
Lockwood Sons Inc Wm H Hartford

**Nickel Anodes**  
Apothecaries Hall Company Division  
The Hubbard Hall Chemical Company Waterbury

**Nickel Silver**  
American Brass Company The Waterbury  
Bridgeport Brass Company Bridgeport  
Plume & Atwood Mfg Co The Thomaston  
Seymour Mfg Co The Seymour  
Waterbury Rolling Mills Inc (sheets, strips,  
rolls) Waterbury  
Western Brass Mills Div Olin Mathieson Chem-  
ical Corp (sheet, strip) New Haven

**Nickel Silver Ingot**  
Whipple and Choate Company The Bridgeport

**Night Latches**  
Sargent & Company New Haven  
Yale & Towne Mfg Co Inc Stamford

**Non-ferrous Metal Castings**  
Miller Company The Meriden

**Nuts, Bolts and Washers**  
Clark Brothers Bolt Co Milldale

**Office Equipment**  
Fitney-Bowes Inc Stamford  
Underwood Corporation Bridgeport & Hartford  
Wassell Organization Inc Westport

**Offset Printing**  
Kellogg & Bulkeley A Division of Connecticut  
Printers Inc Hartford

**Oil Burners**  
Miller Company The (domestic) Meriden  
Peabody Engineering Corp (Mechanical and/or  
Steam Atomizer) Stamford  
Silent Glow Oil Burner Corp The Hartford

**Oil Tanks**  
Norwalk Tank Co The (550 to 30M gals, under-  
writers above and under ground) South Norwalk  
Whitlock Manufacturing Co The Hartford

**Oils-Cutting**  
Anderson Oil Co Inc F E Portland

**Open Knife Switches and Accessories**  
Circuit Protective Devices Dept., General Elec-  
tric Co. Plainville

**Optical Cores & Ingots**  
Plume & Atwood Mfg Co The Thomaston

**Otis Woven Awning Stripes**  
The Falls Company Norwich

**Ovens-Electric**  
Bauer & Company Inc Hartford

**Packaging-Engineering**  
Commerce Packaging Corp Stamford  
National Export Corp. (Military and Commer-  
cial—equipped for domestic and export pack-  
aging, canning, crating and shipping) New Haven

**Packaging & Packing**  
Commerce Packaging Corp Stamford  
Mercer & Stewart Co The Hartford

**Packing**  
Auburn Manufacturing Company The (leather,  
rubber, asbestos, fibre) Middletown  
Raybestos Division of Raybestos-Manhattan Inc  
(Asbestos and Rubber Sheet) Bridgeport

**Padlocks**  
Sargent & Company New Haven  
Waterbury Lock & Specialty Co The Milford  
Yale & Towne Mfg Co Inc Stamford

**Pads-Office**  
The Baker Goodyear Company Branford

**Paints**  
Tredennick Paint Manufacturing Co The Meriden

**Paints and Enamels**  
Staminate Corp The New Haven

**Panelboards—Lighting and Distribution**  
Distribution Assemblies Department, General  
Electric Co Plainville

**Panelyte**  
Leed Co The H A Hamden

**Panta**  
Moore Special Tool Co (crush wheel dresser) Bridgeport

**Paperboard**  
Continental Can Co, Boxboard and  
Folding Carton Division Montville  
Federal Paper Board Co Inc  
New Haven Board & Carton Co The New Haven  
Montville, New Haven & Versailles  
Robertson Paper Box Co Montville

**Paper Boxes**  
Atlantic Carton Corp (folding) Norwich  
National Folding Box Co Div Federal Paper  
Board Co Inc (folding) New Haven & Versailles  
Mills Inc H J Bristol  
New Haven Board & Carton Co The New Haven  
Robertson Paper Box Co (folding) Montville

**Paper Boxes—Folding and Setup**  
Bridgeport Paper Box Company Bridgeport  
M Backers' Sons Inc Wallingford

**Paper Clips**  
H C Cook Co The (steel) 32 Beaver St Ansonia

**Paper Mill Machinery**  
Farrel-Birmingham Company Inc Ansonia

**Paper Tubes and Cores**  
Sonoco Products Co (Climax-Lowell) Div  
Mystic

**Parallel Tubes**  
Sonoco Products Co (Climax-Lowell) Div  
Mystic

**Parking Meters**  
Rhodes Inc M H Hartford

**Parts**  
Scovill Manufacturing Company (ammunition,  
electric instrument, electrical appliance,  
fountain pen, instrument, lighting fixture,  
ordnance, etc.—blanked, stamped, formed,  
drawn, re-drawn, forged, screw machined,  
headed, pointed, finished) Waterbury

**Pattern-Makers**  
Farrel-Birmingham Company Inc Ansonia

**Pattern Shop**  
Smith & Winchester Mfg Co The South Windham

**Penlights**  
Bridgeport Metal Goods Mfg Co Bridgeport

**Pet Furnishings**  
Andrew B Hendrix Co The New Haven

**Phosphor Bronze**  
American Brass Company The Waterbury  
Bridgeport Brass Company Bridgeport  
Miller Company The (sheets, strips, rolls) Meriden  
Seymour Mfg Co The Seymour  
Waterbury Rolling Mills Inc (sheets, strips,  
rolls) Waterbury  
Western Brass Mills Div Olin Mathieson Chem-  
ical Corp (sheets, strip) New Haven

**Phosphor Bronze Ingots**  
Whipple and Choate Company The Bridgeport

**Photo Engraving**  
Dowd Wyllie & Olson Inc Hartford  
Wilcox Photo Engraving Co Inc New Haven

**Photoflash Batteries**  
Electrical Div Olin Mathieson Chemical Corp  
New Haven

**Photographic Equipment**  
Electrical Div Olin Mathieson Chemical Corp  
New Haven  
Kalart Company Inc Plainville

**Piano Repairs**  
Pratt Read & Co Inc (keys and action) Ivoryton

**Piano Supplies**  
Pratt Read & Co (keys and actions, backs,  
plates) Ivoryton

**Pins**  
CEM Company ("Spirol") Danielson

**Pin Up Lamps**  
Verplex Company The Essex

**Pipe**  
American Brass Co The (brass and copper) Waterbury  
Bridgeport Brass Co (brass and copper) Bridgeport  
Chase Brass & Copper Co (red brass and copper) Waterbury  
Howard Co (cement well and chimney) New Haven

**Pipe Fittings**  
Corley Co Inc Plainville  
Malleable Iron Fittings Co Branford

**Pipe Plugs**  
Holo-Krome Screw Corporation The (counter-  
sunk) West Hartford

**Pipe Plugs—Socketed**  
Holo-Krome Screw Corp The West Hartford

**Pistols & Revolvers**  
Colt's Patent Fire Arms Mfg Co Inc Hartford

**Plastic Coatings**  
Bischoff Chemical Corporation (Peelable Plastic  
Coatings) Ivoryton

**Plastic Bottles**  
Plax Corporation Bloomfield

**Plastic Buttons**  
Frank Parizek Manufacturing Co The West Willington  
Patent Button Co The Waterbury

**Plastic Engraving**  
Salisbury Products Inc Lakeville

**Plastic Extruders**  
Jessall Plastics, Inc. Kensington

**Plastic Extruders**  
Jessall Plastics Inc Kensington

**Plastic Fabrication**  
Humphrey Fabricating Corporation Unionville  
Salisbury Products Inc Lakeville

**Plastic Film & Sheet Materials**  
Gilman Brothers Co The Gilman  
Plax Corporation Bloomfield

**Plastic Lining Equipment**  
Comco Inc Div of Enthone Inc New Haven

**Plastic Machinery**  
Black Rock Mfg Company The Bridgeport

**Plastic Molders**  
Butterfield Inc T F Sandy Hook

**Plastic Molding**  
U S Plastic Molding Corporation Naugatuck  
Wallingford

**Plastic—Moulders**  
Conn Plastics Waterbury  
Scott & Sons Mfg Co Geo. S. Wallingford  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The Watertown

**Plastic Pipe and Fittings**  
Comco Inc Div of Enthone Inc New Haven

**Plastic Printing Plates**  
Lockwood Sons Inc Wm H Hartford

**Plastic Wire Coating Materials**  
Electronic Rubber Co Stamford

**Plastics**  
R F Goodrich Sponge Products Division Shelton  
Naugatuck Chemical Division United States  
Rubber Co Naugatuck  
(Adv.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Plastics Machinery</b>		
Farrel-Birmingham Company Inc	Ansonia	
<b>Plastics—Moulds &amp; Dies</b>		
Crown Tool & Die Co Inc	Bridgeport	
<b>Plasticrete Bloc</b>		
Plasticrete Corp	Hamden	
<b>Platers</b>		
Acme Chromium Plating Co	New Haven	
Christie Plating Co	Groton	
Patent Button Co The	Waterbury	
Water Plating Company	Waterbury	
Chromium Process Company The	(Chromium Plating only) Shelton	
<b>Platers' Equipment</b>		
Apothecaries Hall Company	Waterbury	
Comco Inc Div of Enthone Inc	New Haven	
Lea Manufacturing Co The	Waterbury	
MacDermid Incorporated	Waterbury	
<b>Platers Metal</b>		
Plume & Atwood Mfg Co The	Thomaston	
<b>Plating</b>		
Christie Plating Co The (including lead plating)	Groton	
Giering Metal Finishing Inc	Hamden	
Superior Plating Co	Bridgeport	
Tec-Plate Inc	Windsor Locks	
<b>Plating Processes and Supplies</b>		
Enthone Inc	New Haven	
State Testing Laboratory Inc (analyses)	Bridgeport	
<b>Plumbers' Brass Goods</b>		
Bridgeport Brass Co	Bridgeport	
Keeney Mfg Co The (special bends)	Newington	
McGuire Mfg Co.	Waterbury	
Scovill Manufacturing Company	Waterbury 48	
<b>Plumbing Specialties</b>		
Risdon Manufacturing Co John M	Russell Div Naugatuck	
<b>Pole Line Hardware</b>		
Malleable Iron Fittings Co	Branford	
<b>Police Equipment</b>		
The Smith-Worthington Saddlery Co	Hartford	
<b>Polishing</b>		
Mirror Polishing & Buffing Co	Waterbury	
<b>Postage Meters</b>		
Pitney Bowes Inc	Stamford	
<b>Potentiometers—Electronic</b>		
Bristol Company The	Waterbury	
<b>Precision Machine Tool Spindles</b>		
Whitson Manufacturing Co (for milling, grinding, boring & drilling)	Farmington	
<b>Precision Revolving Machinery</b>		
Whitson Manufacturing Co	Farmington	
<b>Precision Sheet Metal Fabrication</b>		
Milford Fabricating Co	Milford	
<b>Precision Springs &amp; Wire Forms</b>		
Rowley Spring Co Inc The	Bristol	
<b>Premium Specialties</b>		
Waterbury Companies Inc	Waterbury	
<b>Preservatives—Wood, Rope, Fabric</b>		
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury	
<b>Pressboard</b>		
Case & Rieley Press Paper Co (genuine)	Oneco	
<b>Press Papers</b>		
Case Brothers Inc	Manchester	
<b>Presses</b>		
Farrel-Birmingham Company Inc (Hydraulic)		
<b>Presses—Power</b>		
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury	
Waterbury Farrel Foundry & Machine Co The	Waterbury	
<b>Pressure Vessels</b>		
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk	
Whitlock Manufacturing Co The	Hartford	
<b>Printing</b>		
Allied Printing Services Inc	Manchester	
Bussmann Press Inc	New Haven	
Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford	
Finlay Brothers	Hartford	
Heminway Corporation The	Waterbury	
Hildreth Press	Bristol	
Hunter Press	Hartford	
Lehman Brothers Inc	New Haven	
Taylor & Greenough Co The	Wethersfield	
T B Simonds Inc	Hartford	
A D Steinbach & Sons	New Haven	
The Walker-Rackliff Company	New Haven	
<b>Printing Machinery</b>		
Banthin Engineering Co (automatic)	Bridgeport	
<b>Printing Plates</b>		
Lockwood Sons Inc Wm H	Hartford	
<b>Printing Rollers</b>		
Chambers-Storck Company Inc The (engraved)	Norwich	
<b>Printing—Silk Screen</b>		
Ad-Craft Displays, Inc.	Bloomfield	
<b>Production Control Equipment</b>		
Ripley Company Inc	Middletown	
Wassell Organization Inc	Westport	
<b>Profilers</b>		
Pratt & Whitney Co Inc	West Hartford	
<b>Propellers—Aircraft</b>		
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	
<b>Protective Coatings</b>		
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	
Harrison Company The A S (Waxes)	South Norwalk	
<b>Publishers</b>		
O'Toole & Sons Inc The	Stamford	
<b>Pumps</b>		
Sumo Pumps Inc (Deep-well electro-submersible)	Stamford	
Yale & Towne Mfg Co The	Stamford	
<b>Pumps—Small Industrial</b>		
Eastern Industries Inc	New Haven	
<b>Punches</b>		
Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven	
141 Brewery St		
<b>Putty Softeners—Electrical</b>		
Fletcher Terry Co The	Box 415 Forestville	
<b>Pyrometers</b>		
Bristol Co The (recording and controlling)	Waterbury	
<b>Radiation—Finned Copper</b>		
Bush Manufacturing Co	West Hartford	
G & O Manufacturing Company The	New Haven	
Vulcan Radiator Co The (steel and copper)	Hartford	
<b>Radiators—Engine Cooling</b>		
G & O Manufacturing Co	New Haven	
<b>Ratchet Offset Screw Driver</b>		
Chapman Co J W	Durham	
<b>Rayon Staple Fiber</b>		
Hartford Rayon Corp The	Rocky Hill	
<b>Reamers</b>		
Atrax Company The (solid carbide)	Newington	
Pratt & Whitney Co Inc (All types)	West Hartford	
<b>Record Equipment</b>		
Wassell Organization Inc (filing equipment)	Westport	
<b>Recorders</b>		
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury	
<b>Reduction Gears</b>		
Farrel-Birmingham Company Inc	Ansonia	
Snow-Nabstedt Gear Corp The	New Haven	
<b>Refractories</b>		
Howard Company	New Haven	
Mullite Works Refractories Div	H K Porter Shelton	
<b>Refrigeration</b>		
Dunham-Bush Inc	West Hartford	
<b>Regulators</b>		
Norwalk Valve Company (for gas and air)	South Norwalk	
<b>Research &amp; Development (Electro-Mechanical)</b>		
Raymond Engineering Laboratories	Middletown	
State Testing Laboratory Inc (chemical/physical testing)	Bridgeport	
<b>Resistance Wire</b>		
C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport Stamford	
<b>Respirators</b>		
American Optical Company Safety Division	Putnam	
<b>Resuscitators</b>		
Cycle-Flo Company The	Milford	
<b>Retainers</b>		
Hartford Steel Ball Co The (bicycle & automotive)	Hartford	
<b>Rigid Plastic Sheet Material</b>		
Gilman Brothers Company The	Gilman	
<b>Riveting Machines</b>		
Grant Mfg & Machine Co The	Bridgeport	
Linley Brothers Company	Bridgeport	
Ripley Company Inc	Middletown	
H P Townsend Manufacturing Co The	Elmwood	
<b>Rivets</b>		
Clark Brothers Bolt Co	Milford	
Plume & Atwood Mfg Co The	Thomaston	
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	
<b>Rods</b>		
American Brass Company The (copper, brass, bronze)	Waterbury	
Bridgeport Brass Company	Bridgeport	
Bristol Brass Corp The (brass and bronze)	Bristol	
Scovill Manufacturing Company (aluminum, brass, bronze, etc.)	Waterbury	
<b>Rollers—Bituminous Paving</b>		
Gabb Special Products Div E Horton & Son Company	Windsor Locks	
<b>Roller Skate Wheels</b>		
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	
<b>Roller Skates</b>		
Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	
<b>Rolling Mills &amp; Equipment</b>		
Farrel-Birmingham Company Inc	Ansonia	
Fenn Mfg Co The	Newington	
Precision Methods & Machines Inc	Waterbury	
Waterbury Farrel Foundry & Machine Co The	Waterbury	
<b>Rolls</b>		
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	
<b>Rotary Files</b>		
Atrax Company The (carbide)	Newington	
<b>Rotors</b>		
Atrax Company The (solid carbide)	Newington	
<b>Rubber—Cellular</b>		
B F Goodrich Sponge Products Division	Shelton	
<b>Rubber Cutting Machinery</b>		
Black Rock Mfg Company The	Bridgeport	
<b>Rubber Chemicals</b>		
Naugatuck Chemical Division United States Rubber Co	Naugatuck	
Stamford Rubber Supply Co The (Vulcanized Vegetable Oils)	Stamford	
<b>Rubberized Fabrics</b>		
Duro-Gloss Rubber Co The	New Haven	
<b>Rubber Footwear</b>		
Goodyear Rubber Co The	Middletown	
<b>Rubber Gloves</b>		
Seamless Rubber Company The	New Haven	
<b>Rubber—Handmade Specialties</b>		
Seamless Rubber Company The	New Haven	
<b>Rubber Latex Compounds and Dispersions</b>		
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck (Advt.)	

**Rubber Mill Machinery**  
Farrel-Birmingham Company Inc Ansonia

**Rubber-Molded Specialties**  
Airex Rubber Prod Corp Portland  
Bond Rubber Corporation Derby  
Canfield Co The H O Bridgeport  
Seamless Rubber Company The New Haven

**Rubber Products**  
Airex Rubber Prod Corp Portland

**Rubber Printing Plates**  
ADS Inc Div CSW Plastic Types Inc Hartford  
Lockwood Sons Inc Wm H Hartford

**Rubber Products—Mechanical**  
American Felt Co Glenville  
Auburn Manufacturing Company The (washers, Middletown  
gaskets, molded parts)  
Canfield Co The H O Bridgeport  
Seamless Rubber Company The New Haven

**Rubber—Reclaimed**  
Naugetuck Chemical Division United States Rubber Co Naugatuck

**Rubbers**  
Naugetuck Chemical Div U S Rubber Co (synthetic rubbers and latex) Naugatuck

**Rubbish Burners**  
John P Smith Co The 423-33 Chapel St New Haven

**Rust Preventives**  
Anderson Oil Co Inc F E Portland  
Enthone Inc New Haven

**Rust Removers**  
Enthone Inc New Haven

**Saddlery**  
The Smith-Worthington Saddlery Co Hartford

**Safety Belts**  
Russell Mfg Co Middletown

**Safety Clothing**  
American Optical Company Safety Products Division Putnam

**Safety Fuses**  
Ensign-Bickford Co The (mining & detonating) Simsbury

**Safety Gloves and Mittens**  
American Optical Company Safety Products Division Putnam

**Safety Goggles**  
American Optical Company Safety Products Division Putnam

**Safety Switches**  
Circuit Protective Devices Dept., General Electric Co. Plainville

**Saw Blades—Hack**  
Capewell Mfg Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saw Blades—Hack & Band**  
Capewell Manufacturing Company Hartford

**Saws, Band, Metal Cutting**  
Atlantic Saw Mfg Co New Haven  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Saws—Hole**  
Capewell Manufacturing Co The Hartford  
Thompson & Son Co The Henry G New Haven

**Scissors**  
Acme Shear Company The Bridgeport

**Screens**  
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

**Screw Caps**  
Weimann Bros Mfg Co The (small for bottles) Derby

**Screw Machines**  
H P Townsend Mfg Company The Elmwood

**Screw Machine Products**  
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington  
Auto Tool Co Inc The Bridgeport  
Auto Electric Screw Machine Co Inc Bridgeport  
Consolidated Industries West Cheshire  
Eastern Machine Screw Corp The  
Truman & Barclay Sts New Haven  
Fairchild Screw Products Inc Winsted  
Franklin Screw Machine Co The (up to 1 1/2" capacity) Hartford  
Garthwait Mfg Co A E (up to and incl 1/2") Waterbury  
Greist Mfg Co The (up to 1 1/2" capacity) New Haven  
Horberg Grinding Industries Inc (heat treated and ground type only) 19 Staples Street Bridgeport

**Screw Machine Products (Cont.)**  
Stanley Humason Inc Forestville  
Independent Screw Machine Products Hartford  
(up to an incl 1 1/4" capacity)  
Junior Screw Machine Products Inc West Haven  
Lowe Mfg Co The Wethersfield  
Main Screw Machine Products (davenport & automatics exclusively) Waterbury  
National Automatic Products Company The Berlin  
Nelson's Screw Machine Products Plantsville  
New Britain Machine Company The New Britain  
New Haven Screw Machine Prods Inc Milford  
(up to 1 1/4" capacity)  
Newton Screw Machine Products Co Plainville  
Olson Brothers Company (up to 3/4" capacity) Plainville  
Olson & Sons R P Southington  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company Waterbury 91  
United Screw Machine Co Thomaston  
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

**Screw Machine Tools**  
American Cam Company Inc (Circular Form Tools) Hartford  
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford  
Somma Tool Co (precision circular form tools) Waterbury

**Screws**  
Allen Manufacturing Company The Hartford  
American Screw Company Willimantic  
Atlantic Screw Works (wood) Hartford  
Bristol Company The (socket set and socket cap screws) Waterbury  
Clark Brothers Bolt Co Milldale  
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford  
Scovill Manufacturing Company Waterbury 91  
Superior Manufacturing Co The Winsted

**Screws—Socket**  
Allen Manufacturing Company The Hartford  
Bristol Co The Waterbury  
Holo-Krome Screw Corp The West Hartford

**Sealing Tape Machines**  
Better Packages Inc ("Counterboy," "Tape-shooter," "Big Inch") Shelton  
Derby Sealers Inc (gummed and pressure-sensitive tapes) Derby

**Seals**  
Russell Mfg Co (for oven doors and fire bulkheads) Middletown

**Service Entrance Equipment**  
Circuit Protective Devices Dept., General Electric Co. Plainville

**Sewing Machines**  
Greist Mfg Co The (Sewing Machine attachments) 303 Blake St New Haven  
Singer Manufacturing Company The (industrial) Bridgeport

**Sharpeners**  
Gorn Electric Co Inc (electric knife and scissors) Stamford

**Shaving Soaps**  
J B Williams Co The Glastonbury

**Shears**  
Acme Shear Co The (household) Bridgeport

**Sheet Metal Products**  
American Brass Co The (brass and copper) Waterbury  
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham  
Parsons Co Inc W A (fabricators) Durham  
Plume & Atwood Mfg Co The Thomaston  
United Manufacturing Co Division of The W L Maxson Corp Hamden

**Sheet Metal Stampings**  
American Brass Company The Waterbury  
American Buckle Co The West Haven  
DooVal Tool & Mfg Inc The Naugatuck  
J H Sessions & Son Bristol  
Plume & Atwood Mfg Co The Thomaston  
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

**Shell Cores**  
Victors Brass Foundry Inc Guilford

**Shell Molding**  
Victors Brass Foundry Inc Guilford

**Shells**  
Scoville Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury  
Wolcott Tool and Manufacturing Company Inc Waterbury

**Showcase Lighting Equipment**  
Wiremodel Company The Hartford

**Signals**  
H C Cook Co The (for card files) 32 Beaver St Ansonia

**Signs**  
Berger Sign Co (neon electric-porcelain enamel stainless steel) Hartford  
Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield

**Silk Screen Process Printing**  
Ad-Craft Displays, Inc. Bloomfield  
Norton Co R H New Haven  
Sirocco Screen prints New Haven  
Stifel & Kufta Inc New Britain

**Silk Screening on Metal**  
Ad-Craft Displays, Inc. Bloomfield  
Merriam Mfg Co (Displays and Specialties, to order) Durham

**Simulators**  
Reflectone Corporation The Stamford

**Sintered Metal Products**  
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

**Sizing and Finishing Compounds**  
American Cyanamid Company Waterbury

**Slide Fasteners**  
G E Prentice Mfg Co The Kensington  
North & Judd Manufacturing Co New Britain  
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

**Smoke Stacks**  
Bigelow Company The (steel) New Haven  
Norwalk Tank Co The South Norwalk

**Snap Fasteners**  
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

**Soap**  
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Special Machinery**  
Banthin Engineering Company (complete and/or parts) Bridgeport  
Black Rock Mfg Company The Bridgeport  
Boesch Mfg Co Inc Danbury  
Farrel-Birmingham Company Inc Ansonia  
Federal Machine & Tool Co Bristol  
Fenn Mfg Co The Newington  
Hartford Special Machinery Co The Hartford  
H P Townsend Mfg Company The Elmwood  
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford  
Swan Tool & Machine Co The Hartford  
Tucker Machine Co North Haven

**Special Parts**  
Fenn Mfg Co The Newington  
Greist Mfg Co The (small machines, especially precision stampings) New Haven  
J H Sessions & Son Bristol

**Spinnings**  
Gray Manufacturing Company The Hartford

**Spline Milling Machines**  
Townsend Mfg Co The H P Elmwood

**Sponge Rubber**  
B F Goodrich Sponge Products Division Shelton

**Spotwelding**  
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

**Spray Painting Equipment and Supplies**  
Lea Manufacturing Co The Waterbury

**Spring Coiling Machines**  
Torrington Manufacturing Co The Torrington

**Spring Presses**  
Townsend Mfg Co The H P Elmwood

**Spring Units**  
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

**Spring Washers**  
Barnes Co The Wallace Div Associated Spring Corp Bristol

**Springs**  
Central Spring Co (Torsion and Double Torsion) Terryville

**Springs—Coil & Flat**  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Barrett Co William L Bristol  
Bristol Spring Manufacturing Co Plainville  
Foursome Manufacturing Co Bristol  
Stanley Humason Inc Forestville  
Newcomb Spring Corp The Southington  
New England Spring Manufacturing Company Unionville  
Peck Spring Co The Plainville

**Springs—Flat**  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Bristol Spring Manufacturing Co Plainville  
Foursome Manufacturing Co Bristol  
Stanley Humason Inc Forestville  
Peck Spring Co Plainville (Advt.)



**Springs—Wire**  
Banner Spring Corporation Hartford  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Bristol Spring Manufacturing Co Plainville  
Colonial Spring Corporation The Hartford  
Connecticut Spring Corporation The (compression, extension, torsion) Hartford  
Foursome Manufacturing Co Bristol  
Stanley Humason Inc Forestville  
D R Templeman Co (coil and torsion) Plainville  
Newcomb Spring Corp The Southington  
Peck Spring Co Plainville

**Springs, Wire & Flat**  
Peck Spring Co Plainville

**Sprinklers**  
Scovill Manufacturing Company (GREEN SPOT) Waterbury

**Stamped Metal Products**  
American Brass Company The Waterbury

**Stampings**  
DooVal Tool & Mfg Inc The Naugatuck  
Foursome Manufacturing Co Bristol  
Plume & Atwood Mfg Co The (small) Thomaston  
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled) Waterbury  
Stanley Pressed Metal New Britain

**Stampings—Small**  
Acme Shear Co The Bridgeport  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Barrett Co William L Bristol  
Bristol Spring Manufacturing Co Plainville  
Greist Manufacturing Co The New Haven  
Stanley Humason Inc Forestville  
Wire Form Inc Milldale

**Stamps**  
Hoggon & Pettis Mfg Co The (steel) 141 Brewery St New Haven  
Parker-Hartford Corporation (steel) Hartford

**Stationery Specialties**  
American Brass Company The Waterbury

**Steel Castings**  
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford  
Malleable Iron Fittings Co Branford  
Nutmeg Crucible Steel Co Branford

**Steel—Cold Rolled Spring**  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Detroit Steel Corporation Hamden

**Steel—Cold Rolled Stainless**  
Ulbrich Stainless Steels Wallingford  
Wallingford Steel Company Wallingford

**Steel—Cold Rolled Strip**  
Detroit Steel Corporation Hamden  
Stanley Works The New Britain

**Steel—Cold Rolled Strip and Sheets**  
Detroit Steel Corporation New Haven  
Wallingford Steel Company Wallingford

**Steel Goods**  
Merriam Mfg Co (sheets products to order)

**Steel—Ground Flat Stock**  
Thompson & Son Co The Henry G New Haven

**Steel Rolling Rules**  
Waterbury Lock & Specialty Co The Milford

**Steel Stamps**  
Cooney Engraving Co Branford

**Steel Strapping**  
Stanley Works The New Britain

**Stereotypes**  
New Haven Electrotype Div Electrographic Corp New Haven

**Stop Clocks, Electric**  
H C Thompson Clock Co The Bristol

**Storage Batteries**  
R A E Storage Battery Mfg Co Glastonbury

**Straps, Leather**  
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

**Strip Steel**  
Dolan Steel Company Inc Bridgeport

**Structural Mouldings**  
Leed Co The H A Hamden

**Studio Couches**  
Waterbury Mattress Co Waterbury

**Super Refractories**  
Mullite Works Refractories Div H K Porter Co Inc Shelton

**Surface Metal Raceway & Fittings**  
Wiremold Company The Hartford

**Surgical Dressings**  
Acme Cotton Products Co Inc East Killingly  
Seamless Rubber Company The New Haven

**Surgical Rubber Goods**  
Seamless Rubber Company The New Haven

**Swaging Machinery**  
Fenn Mfg Co The Newington

**Switchboards**  
Distribution Assemblies Department, General Electric Co Plainville

**Switchboards Wire and Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Switches—Electric**  
General Electric Company Bridgeport

**Synthetic Fabrics**  
American Felt Co Glenville

**Tabulating Equipment—Manual**  
Denominator Company Inc Woodbury  
Veeder-Root Incorporated Hartford

**Tanks**  
Bigelow Company The (steel) New Haven  
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven  
Connecticut Welders Inc (steel, alloy & lined) Wallingford  
Norwalk Tank Co The South Norwalk  
Rolock Inc (Alloy) Fairfield  
Storts Welding Company (steel and alloy) Meriden

**Tanks—Stainless Steel**  
Alsop Engineering Corporation Milldale

**Tap Extractors**  
Walton Company The West Hartford

**Tape**  
Russell Mfg Co (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding) Middletown

**Tapes—Industrial Pressure Sensitive**  
Seamless Rubber Company The New Haven

**Tape Machines**  
Better Packages Inc (Manual and electric models for case taping) Shelton  
Derby Sealers Inc (manual and electric models) Derby

**Taps**  
Hanson-Whitney Company The Hartford  
Pratt & Whitney Co Inc West Hartford

**Tarred Lines**  
Brownell & Co Inc Moodus

**Telemetering Instruments**  
Bristol Co The Waterbury

**Television—Radio**  
Junior Screw Machine Products Inc West Haven

**Testers—Insulation**  
McNeal J D New Haven

**Testers—Insulation Wire & Cable**  
Davis Electric Company Wallingford

**Testers—Nondestructive, Ultrasonic**  
Sperry Products Inc Danbury

**Testing**  
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings) Bridgeport

**Textile Printing Gums**  
Polymer Industries Inc Springdale

**Textile Processors**  
Amerbelle Corporation Rockville

**Thermometers**  
Bristol Co The (recording and automatic control) Waterbury  
Manning Maxwell & Moore Inc Stratford

**Thin Gauge Metals**  
Plume & Atwood Mfg Co The Thomaston  
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

**Thread**  
American Thread Co The Willimantic  
Belding Heminway Corticelli Putnam  
Max Pollack & Co Inc Groton and Willimantic

**Thread Chasers**  
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

**Thread Gages**  
Hanson-Whitney Company The Hartford  
Pratt & Whitney Co Inc West Hartford

**Thread Milling Machines**  
Hanson-Whitney Company The Hartford  
Pratt & Whitney Co Inc West Hartford

**Thread Rolling**  
Bland Burner Co The Thread Products Div Hartford

**Thread Rolling Machinery**  
Hartford Special Machinery Co The Hartford  
Mettler Machine Tool, Inc. New Haven

**Threading Machines**  
Grant Mfg & Machine Co The (double end automatic) Bridgeport

**Timers, Interval**  
A W Haydon Co The Waterbury  
H C Thompson Clock Co The Bristol  
Cramer Controls Corporation The Centerbrook  
Rhodes Inc M H Hartford

**Timing Devices**  
B & N Tool & Engineering Co (development and model work) Oakville  
Cramer Controls Corporation The Centerbrook  
A W Haydon Co The Waterbury  
Lux Clock Manufacturing Company Waterbury  
Rhodes Inc M H Hartford  
Seth Thomas Clocks Thomaston  
United States Time Corporation The Waterbury

**Timing Devices & Time Switches**  
A W Haydon Co The Waterbury  
Lux Clock Manufacturing Company Waterbury  
M H Rhodes Inc Hartford

**Tinning**  
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury  
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

**Tires**  
Armstrong Rubber Company The West Haven

**Tokens**  
Scovill Manufacturing Company (bus, street car and subway fare) Waterbury

**Tool Bits**  
Thompson & Son Co The Henry G New Haven

**Tool Chests**  
Vanderman Manufacturing Co The Willimantic

**Tool Hardening**  
Commercial Metal Treating Co Bridgeport

**Tools**  
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Thomaston  
Hoggon & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

**Tools & Dies**  
Metropolitan Tool & Die Hartford  
Moore Special Tool Co Bridgeport  
Swan Tool & Machine Co The Hartford

**Tools, Dies & Fixtures**  
Greist Mfg Co The New Haven

**Tools, Dies, Jigs & Fixtures**  
Lyons Tool & Die (modelwork, jig boring) Meriden  
Otterbein Co J A Middletown  
Telke Tool & Die Mfg Co New Britain

**Tools, Fixtures, Gauges**  
Fredericks Tool Co J F West Hartford

**Toroidal Winding Machines**  
Boesch Mfg Co Inc Danbury

**Totalizers**  
Reflectone Corporation The Stamford

**Toys**  
Geo S Scott Mfg Co The Wallingford  
Gilbert Co The A C New Haven  
N N Hill Brass Co The East Hampton  
Waterbury Companies Inc Waterbury

**Transformers**  
Monarch Electric Co (Allis Chalmers) New Britain

**Trucks—Commercial**  
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

**Truck—Lift**  
Excelsior Hardware Co The Stamford

**Trucks—Skid Platforms**  
Excelsior Hardware Co The (lift) Stamford

**Tube Clips**  
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia  
Weimann Bros Mfg Co The (for collapsible tubes) Derby

**Tube Fittings**  
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury

**Tubers**  
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic (Adv.)



# IT'S MADE IN CONNECTICUT

## Tubes—Collapsible Metal

Sheffield Tube Corp The New London

### Tubing

American Brass Co The (brass and copper) Waterbury  
Bridgeport Brass Company (brass and copper) Bridgeport  
G & O Manufacturing Co (finned) New Haven  
Scovill Manufacturing Company (Brass and Copper) Waterbury 91  
Wallingford Steel Co The (stainless and super metals) Wallingford

### Tubing—Flexible Metallic

American Brass Co Metal Hose Waterbury

### Tubing—Heat Exchanger

American Brass Company The Waterbury  
Scovill Manufacturing Company Waterbury 91

### Tumbling Barrels and Accessories

Wheeler Co G. E. New Haven

### Tumbling Equipment & Supplies

Ebec Barrel Finishing Corp Byram

### Tumbling Service

Ebec Barrel Finishing Corp Meriden

### Turntables

Macton Machinery Company Inc (industrial & display) Stamford

### Typewriters

Royal McBee Corp Hartford  
Underwood Corporation Hartford

### Typewriters—Portable

Royal McBee Corp Hartford  
Underwood Corporation Hartford

### Typewriter Ribbons and Supplies

Royal McBee Corp Hartford  
Underwood Corporation Hartford and Bridgeport

### Ultrasonic Processing Equipment

General Ultrasonics Co The Hartford

### Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

### V-Belt Drives

Monarch Electric Co (Allis Chalmers) New Britain

### Vacuum Bottles and Containers

American Thermos Products Co Norwich

### Vacuum Cleaners

Electrolux Corporation Old Greenwich  
Spencer Turbine Co The Hartford

### Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

### Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

### Valves—Aircraft

Bridgeport Thermostat Div Robertshaw—Fulton Controls Co Milford

### Valves—Radiator Air

Bridgeport Brass Company Bridgeport

### Valves—Relief & Control

Beaton & Caldwell Mfg Co New Britain

### Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

### Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport  
Plume & Atwood Manufacturing Co Thomaston

### Varnishes

Scovill Manufacturing Company Waterbury

### Varnishes

Stamiant Corp The New Haven

### Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bros Inc) Stonington  
Leiss Velvet Mfg Co Inc The Willimantic

### Venetian Blinds

Findell Manufacturing Company Manchester  
Jennings Company The S Barry New Haven

### Ventilating Systems

Colonial Blower Company Plainville

### Vertical Shapers

Pratt & Whitney Co Inc West Hartford

### Vibrators—Pneumatic

Brantford Co The (industrial) New Haven

### Vinyl Extrusion & Moulding Compounds

Electronic Rubber Co Stamford

### Vises

Fenn Manufacturing Company The (Quick-Action Vises) Newington  
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

### Wall Paper

Stamford Wall Paper Co Inc Stamford

## Washers

American Felt Co (felt) Glenville  
Auburn Manufacturing Company The (all materials) Middletown  
Clark Brothers Bolt Co Milldale  
Humphrey Fabricating Corp Unionville  
Plume & Atwood Mfg Co The (brass & copper) Thomaston  
J H Rosenbeck Inc Torrington  
Saling Manufacturing Company (made to order) Unionville

## Washers—Felt

American Felt Co Glenville  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

## Watches

E Ingraham Co The Bristol  
United States Time Corporation The Waterbury

## Water Delonizers

Penfield Mfg Co Meriden

## Water Heaters

Whitlock Manufacturing Co The (instantaneous & Storage) Hartford

## Water Heaters—Electric

Bauer & Company Inc Hartford

## Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

## Waxes

Harrison Company The A S (and other protective coatings) South Norwalk

## Waxes—Floor

Fuller Brush Co The Hartford

## Webbing

Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing) Middletown

## Wedges

Saling Manufacturing Company (hammer & axe) Unionville

## Welding

Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Hartford  
Connecticut Welders Inc (fabrication & repairs) Wallingford

Farrel-Birmingham Company Inc Wallingford  
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

## Welding—Lead

Connecticut Welders Inc (tanks & coils) Wallingford  
Storts Welding Company (tanks and fabrication) Meriden

## Welding Rods

American Brass Company The Waterbury  
Bridgeport Brass Company Bridgeport  
Bristol Brass Co The (brass & bronze) Bristol

## Wells

Church Co The Stephen B Seymour

## Wicks

American Felt Co Glenville  
Auburn Manufacturing Company The (felt, asbestos) Middletown  
Holyoke Heater Corp of Conn Inc Hartford

## Wiffle Ball

Wiffle Ball Inc The New Haven

## Window & Door Guards

Hartford Wire Works Co The Hartford  
Smith Co The John P New Haven

## Wire

American Brass Company The Waterbury  
Atlantic Wire Co The (steel) Branford  
Bartlett Hair Spring Wire Co The North Haven

Bridgeport Brass Company (brass and silicon bronze) Bridgeport  
Bristol Brass Corp The (brass & bronze) Bristol  
Driscoll Wire Co The (steel) Shelton

Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The (zinc wire) Winsted  
P O Box 1030 Waterbury

Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

## Wire and Cable

Continental Wire Corp (for industrial and military applications) Wallingford

General Electric Company (for residential, commercial and industrial applications) Bridgeport

Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

## Wire Arches & Trellises

Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

## Wire Baskets

Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

## Wire Cloth

Hartford Wire Works Co The Hartford  
C O Jeliff Mfg Co The (all metal, all meshes) Southport

Pequot Wire Cloth Co Inc Norwalk  
Rolock Inc (Alloy) Fairfield  
Smith Co The John P New Haven

## Wire Dipping Baskets

Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

## Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

## Wire Forming Machinery

Torrington Manufacturing Company The Torrington

## Wire Formings

G E Prentice Mfg Co The Kensington  
Master Engineering Company West Cheshire  
North & Judd Manufacturing Co New Britain

Peck Spring Co Plainville  
Turner & Seymour Manufacturing Co The Torrington  
Verplex Company The Essex

## Wire Forms

Banner Spring Corporation Hartford  
Barnes Co The Wallace Div Associated Spring Corp Bristol

Bristol Spring Manufacturing Co Plainville  
Central Spring Co (short run orders) Terryville

Colonial Spring Corporation The Hartford  
Connecticut Spring Corporation The Hartford

Foursome Manufacturing Co Bristol  
Gemco Manufacturing Co Inc Southington

Stanley Humason Inc Forestville  
New England Spring Mfg Co Unionville

Peck Spring Co Plainville  
Templeman Co D R Plainville

Terryville Manufacturing Co Terryville  
Wire Form Inc Milford

## Wire Goods

American Buckle Co The (overall trimmings) West Haven

Patent Button Co The Waterbury  
Scovill Manufacturing Company (To Order) Waterbury 91

## Wire Partitions

Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

## Wire Products

Stanley Humason Inc Forestville  
Peck Spring Co Plainville  
Plume & Atwood Mfg Co The (to order) Thomaston

## Wire Reels

Mettler Machine Tool, Inc. New Haven  
A H Nilson Mach Co The Bridgeport

## Wire Rings

American Buckle Co The (pan handles and tinners' trimmings) West Haven

Stanley Humason Inc Forestville  
Peck Spring Co Plainville  
Templeman Co D R Plainville

## Wire—Specialties

Andrew B Hendryx Co The New Haven

## Wire Straightening and Cutting Machinery

Mettler Machine Tool, Inc. New Haven

## Wiring Devices

Harvey Hubbell Inc Bridgeport

## Wood Scrapers

Fletcher-Terry Co The Forestville

## Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford  
Hartford Builders Finish Co Hartford

## Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

## Yarns

Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville

Ensign-Bickford Co The (jute-carpet) Simsbury  
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

## Zinc

Platt Bros & Co The (ribbon, strip and wire) Waterbury  
P O Box 1030

## Zinc Castings

Newton-New Haven Co Inc 688 Third Ave West Haven

## Zinc Die Castings

Mt Vernon Die Casting Corporation Stamford (Adv.)

# COLONIAL

Industrial Ventilating and  
Dust Collecting Equipment

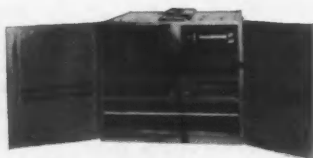
## UNIT DUST COLLECTORS



TYPE  
F



TYPE  
S



TYPE V

We specialize in the design,  
manufacture and installation  
of complete dust collecting,  
ventilating, fume removal  
and conveying systems for  
industry.

*Our engineering staff  
is at your service.*

Write or Phone

**THE  
COLONIAL BLOWER CO.**

54 Lewis St.  
Plainville, Conn.  
Phone Sherwood 7-2753



## Recipe For An Essay Contest

(Continued from page 37)

sense and clean hands will help. I mean, if the potential sponsor hopes only for selfish gain, easily achieved, he may be hurt. If he expects others to provide the thinking and the execution while he acts merely as the stand-by treasurer, he may find his offer declined by the Board of Education. Or, if he gets past that group, he will be rebuffed by the teachers who will quickly detect his motives. If this happens he may find his single dividend a negative one, a reputation tarnished badly among his employees and the entire community.

On the other hand, if he is sincere in his desire to contribute on a community basis to the understanding of industry—of which his company is a part—and if he is prepared, either personally or through his associates, to help his and his neighbors' children learn more of this wellspring of American strength, here is an extremely attractive field worthy of his best efforts.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF CONNECTICUT INDUSTRY, published monthly at Hartford, Conn., October 1, 1958.

STATE OF CONNECTICUT  
COUNTY OF HARTFORD

Before me, a Commissioner of the Superior Court, in and for the State and County aforesaid, personally appeared L. M. Bingham, who, having been duly sworn according to law, deposes and says that he is the Editor of the CONNECTICUT INDUSTRY and that the following is, to the best of the knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication, for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 233, Postal Laws and Regulations, printed on the reverse of this form to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Editor . . . . . L. M. BINGHAM  
Publisher MANUFACTURERS' ASSOC. OF CONN.  
Managing Editor . . . . . N. W. FORD

2. That the owner is the Manufacturers' Association of Connecticut, a non-profit corporation.

3. That the known bondholders, mortgagees, and other security holders owing or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of bona fide owners, and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, and other securities than as so stated by him.

L. M. BINGHAM,

Editor.

Sworn to and subscribed before me this 16th day of September, 1958.

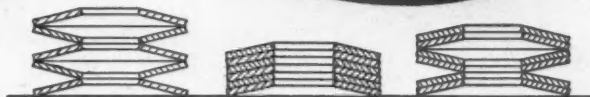
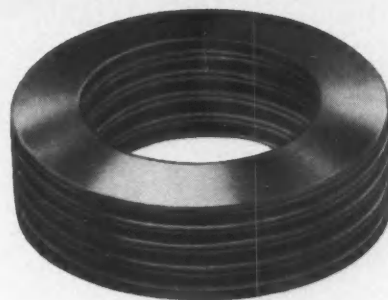
FREDRICK H. WATERHOUSE

Commissioner of Superior Court.

## Advertising Index

Aetna Life Affiliated Companies	44
Allen, Russell & Allen	2 & 46
Alpha Molykote Corporation	36
Anderson Associates	20
Anderson-Nichols & Co.	19
Ballard Oil Company	Outside Back Cover
Barnes Company, Wallace	Inside Back Cover
Barney's of Hartford	46
Belanger & Associates, Inc., Phil. A.	28
Bigelow Company, The	31
Billings & Spencer Co.	37
Chase Brass & Copper Co.	41
Church Co., The Stephen B.	39
Colonial Blower Company	60
Commercial Metal Treating, Inc.	31
Connecticut Blue Cross	38
Connecticut Medical Service	21
Connecticut Printers, Inc.	3
Connecticut Utility Companies	18
Copeland Co., Inc.	20
Corrugated Containers, Inc.	28
Curtis 1000, Inc.	20
Detroit Steel Corporation	34
Dodge Co., C. B.	46
DooVal Tool & Mfg. Co.	24
Dowd, Wyllie & Olson, Inc.	42
Eastern Elevator Co., Inc.	27
Ellis Co., The George	22
Factory Finance Co.	20
Frasse & Co., Inc., Peter	29
Gross & Associates, Julian	26
Hart Mfg. Co.	35
Hartford Special Machinery Co.	32
Holland Machine Co.	45
Howard Company, The	26
Jones Co., T. A. D.	4
Main Screw Machine Products, Inc.	33
Mercer & Dunbar	20
Mills, Inc., H. J.	20
Morris Co., The Robert E.	46
Morrissey & Cheney	41
New Haven Electrotype Div., Electrographic Corp.	33
Newton Company	32
Nutmeg Crucible Steel Co.	32
Page, Robert W.	42
Quantum, Inc.	25
Research & Development Designers, Inc.	27
Retail Credit Company	25
Robertson Paper Box Co.	30
Rolock, Inc.	24
Sargeant & Wilbur Heat Treating Corp.	36
Scovill Manufacturing Co.	43
Souther Engineering Co., The Henry	41
Southern New England Telephone Co.	Inside Front Cover
Swan Tool & Machine Co.	46
Tel-Rad, Inc.	23
Travelers Insurance Co., The	40
Wiremold Company, The	32
Wirth Management Company	22
Wittstein, Jack	26
Wyatt, Inc.	17

# Now ... IN STOCK for prompt shipment BELLEVILLE WASHERS



FOR USE .... IN SERIES ..... IN PARALLEL .... IN PARALLEL-SERIES

This series of general-purpose belleville washers, all of which are available from stock, is designed primarily to carry high loads in limited space. Because residual stresses are introduced during manufacture the washers can be compressed to the flat position and released without loss of free cone height. Good fatigue life may be expected between slight preload and " $H_1$ ". The inside diameters will fit rods and bolts of fractional sizes and the outside diameters will fit in fractional size holes. Prices on request. Send for stock washer pamphlet giving complete information.

**Check your requirements against these stock sizes**

Part No.	O.D. (max.)	I.D. (min.)	t	H (approx.)	$H_1$	$P_1$ $\pm 10\%$	$P^*$
375-15	.375	.190	.015	.027	.021	35	55
375-20	.375	.190	.020	.030	.025	60	110
500-18	.500	.255	.018	.034	.026	45	70
500-25	.500	.255	.025	.038	.031	95	160
625-22	.625	.317	.022	.042	.032	70	105
625-32	.625	.317	.032	.048	.040	145	260
750-28	.750	.380	.028	.051	.039	110	175
750-40	.750	.380	.040	.059	.049	235	415
1000-35	1.000	.505	.035	.067	.051	175	260
1000-50	1.000	.505	.050	.075	.062	340	600
1250-40	1.250	.630	.040	.082	.061	230	330
1250-62	1.250	.630	.062	.092	.077	475	870
1500-45	1.500	.755	.045	.093	.069	284	400
1500-72	1.500	.755	.072	.107	.089	665	1180



\*P Calculated Load at Flat Position

**Wallace Barnes Division**  
Bristol, Connecticut



**Associated Spring  
Corporation**

it's not too early . . .



to **SOLVE YOUR  
HEATING PROBLEMS**

with



**BUNKER "C"**

**Delivers more BTU'S, more pure heat, per  
gallon, per dollar, than conventional fuels**

Soon, winter storms will be raging. Ballard's all weather fleet of trucks will be solving heat and power problems efficiently, as they deliver Bunker "C" oil to factories, office buildings, schools and institutions.

Trained engineers are ready now to give you prompt, expert advice on your heating problems.

More commercial users of Bunker "C" have been, and are more satisfied with Ballard Service. You will be too! Call Jackson 9-3341 or write Box 1078, Hartford.

**The BALLARD OIL Co.**

**HARTFORD,**

**CONNECTICUT**







C C

I